A U.S. DEPARTMENT OF COMMERCE WEEKLY
International Commerce
January 3, 1966
100th Show
U.S. exports to the Netherlands up 26%
Presidential Advisory Committee on Balance of Payments
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Business Bulletins *from around the world*

FINLAND—New company, Zeofinn Oy, formed to produce sodium silico aluminate pigments. Finnish firm will manufacture the unique fine particle grades of the pigments developed by J. M. Huber Corp., New York, and marketed under registered trade name Zeolex. Major use for these products here expected to be in paper industry as a functional filler for fine paper, specialty publication papers, lightweight newsprint and in catalog and directory papers. Construction of firm planned when suitable site selected and technical studies to confirm particular requirements of Finnish paper industry are completed.

FRANCE—Official reserves of gold and convertible currencies increased by equivalent of $67.9 million during November to a total of $5,449.3 million on Nov. 30, of which gold totaled $4,638.4 million.

Manufactured gas production for Paris area, estimated at 38 billion BTU in 1965, expected to reach 53 billion BTU in 1970, 99 billion in 1980. *Gas de France* now plans plant using catalytic, cycling cracking method utilizing light fuels, to produce 18 to 35 million cubic feet daily, at 1000 BTU per cubic foot. Paris now supplied with mixed gas of 500 BTU per cubic foot.

GERMANY—Farbwerke Hoechst AG, Frankfurt, and Hercules Powder Co. of Wilmington, Del., announce intention to establish joint company for production of Hoechst's polyester fiber, "Trevira," in U.S. New enterprise, in which German and American firm will be equal partners, will establish production facilities at Spartanburg, S.C., near Hercules plant now under construction for production of dimethylterephthalate, principal raw material for polyester fibers. Total investments for entire project, which will not be finished before 1970, will amount to $50 million. About 10% of Hoechst's current turnover is in "Trevira" fiber and new plants for production of this fiber announced for Austria, Chile, South Africa. Large portion of Hoechst's $200 million planned investments for 1966 set aside for expansion of "Trevira" production.

INDIA—American International Oil Co. and National Iranian Oil Co. sign agreement with Government for construction of oil refinery in Madras. Government will hold majority interest, with balance shared equally by the two firms. It will produce 200,000 tons of lube stocks, other conventional products annually, beginning in 1968.

LUXEMBOURG—Cost-of-living index at end of third quarter was 147.81 (1948=100), 2.6% above third quarter 1964. Official six-month average index expected to reach 147.5 in December, triggering automatic round of wage and salary increases of about 1.8%.

Increasing tourist and commercial activity gives tremendous boost to air traffic. Official figures for 10-year period, 1955-64, show number of passengers at 137,588 in 1964 against 6,859 in 1955, and air freight at 608.7 metric tons compared with 110.4 in the earlier year.

NETHERLANDS—Royal Netherlands Blast Furnaces plans six-year expansion program. Project, involving an investment of $268 million, designed to raise production of crude steel from 2.8 million tons to four million tons annually.

NORWAY—Coop frozen fish sales organization, Frionor Norsk Frossenfisk A/L, Oslo, reports record home and export sales in year ending last June 30. Total sales by firm, including subsidiary companies, were 48,300 tons worth $31 million. Export amounted to 44,500 tons. Great Britain was biggest market. Of total production, 36,000 tons consisted of frozen fish fillets.

PORTUGAL—Available figures for first 10 months of 1965 indicate that Portugal will probably reach its goal of 1.5 million visitors this year—50% increase over last year. Tourism expected to give gross receipts of $157 million by end of year, more than any one of country's export products will earn.

Final section of center span of Tagus Bridge at Lisbon lifted into place. Bridge is being built by U.S. Steel International and will be longest bridge in Europe when completed. Barring unforeseen difficulties, bridge should be ready for traffic by October, 1966, at least four months ahead of schedule.

SINGAPORE—Shell Co., Ltd., to construct new $16.7 million refinery on one of Singapore coastal islands to produce mainly for export. Construction will begin in mid-1966 and production expected to begin at end of 1967. Refinery will be capable of annual production of three million tons of crude oil, most of which expected to be exported to other Southeast Asian countries. Shell already has $9 million refinery in Singapore; total Shell investment in Singapore expected to be more than $33 million.

SWEDEN—Largest passenger liner British-built M/S Kungsholm, scheduled to make its maiden voyage across Atlantic in February. The 26,000-ton ship will ordinarily be used on transatlantic run during "high season," on cruises out of New York during winter months.

Swedish Digest reports that as of Oct. 1, 1965, there were 155,000 foreign workers gainfully employed here. According to origin they include: 67,000 Finns, 19,000 Danes, 12,000 Norwegians, 12,000 Germans, 5,000 Italians, 5,000 Yugoslavs, 4,000 Hungarians, 2,000 Greeks.

UNITED KINGDOM—Figures released by Board of Trade show 6% drop in farm exports in first three-quarters of 1965 compared with same period last year. Domestic production was 7% lower, while home sales fell 2%.

American Diners' Club plans to offer about $3.7 million to purchase control of British Diners' Club. Offer will be made through J. Henry Schroder Wagg and Co. when Treasury grants permission. British club has about 37,000 members.

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the cover

With publication of this issue, the first in volume 72, it might be worthwhile to pause and reflect for a moment about some of the instalments in last year's volume. On the cover are reproductions of many of the front pages which, Commerce Department officials hope, caught the eye of many an exporter and led him to search the inside contents for news of value to him and to his firm. The goal for 1966? to make the covers even more attractive and the inside more meaty and full of substance for the exporter.

The reader is also invited to see pages 9-28 for the semi-annual checklist of pertinent publications.

International Commerce

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January 3, 1966 Volume 72, Number 1

Special Section

Hundreds of publications available for exporters

Check List—pages 9–28

FEATURES

2 **Syracuse Foreign Trade Club told by educator to allow at least two years to choose and train local people for new company operations**

4 American housing construction firm shows models of planned community near Paris, reports sellout within three weeks, 300 more on the waiting list

TRADE FAIRS AND CENTERS

6 Holidays come to an end but opportunities for selling abroad continue; export expansion dates tell who, what, where and when for U.S. firms

8 Exhibition of analytical, measuring instruments and laboratory apparatus at London Trade Center in keeping with British emphasis on modernization

WORLDWIDE BUSINESS OUTLOOK

29 French Minister of Agriculture says he expects France's annual imports of wood to continue to grow until reforestation program implemented

U.S. GOVERNMENT ACTIONS

30 United States, Colombia sign Alliance for Progress loan of $102 million to help Latin country in economic and social development next year

FOREIGN GOVERNMENT ACTIONS

31 France allocates sum of $200 million for modernization of industry; steel industry to get lion's share; Indonesia announces revaluation of rupiah

INVESTMENT OPPORTUNITIES

32 Ministry of Mines in Congo welcomes inquiries from U.S. mining companies, especially from those capable of aerial photography, to discuss concessions

33 Brazilian manufacturer of industrial glues, putties, lacquers and varnishes seeks licensing, know-how and arrangements with experienced U.S. company

WORLD TRADE OPPORTUNITIES

35 Several projects announced
36 Leads for exporters
40 International representation
41 Leads for importers
42 Future construction
42 Visiting buyers and officials

New Books and Reports, page 43

Allow two years to select, train managerial staff for new overseas operation, businessmen are told

Syracuse University educator talks to Foreign Trade Club about experiences in training program for executives abroad

Allow at least two years to choose and train local people for a new company operation overseas, the Syracuse Foreign Trade Club was told recently by an experienced teacher of foreign managers.

The suggestion was made by Allen B. Dickerman, director of the Management Development Department of the Syracuse University College of Business Administration, who has spent 14 years supervising training programs for executive trainees from about 70 nations.

He believes that many U.S. companies run into difficulties by taking a short-range view in selecting foreign nationals for managerial positions.

Short-run view

"When U.S. company X decides to begin operations in country Y, a desperate search is made for competent, trained and experienced managers within the country. In a developing nation, such men are scarce and only by offering a substantial premium is it possible to persuade one to give up his present position to come with U.S. company X. In spite of his apparent experience and training, company X finds that much time has to be spent in on-the-job training in the simple techniques required to do the job effectively. . . .Within two or three years, some other employer is looking for a competent, trained and experienced manager. At this point, company X frequently loses its man to a company willing to offer a salary which is higher than the salary authorized by the home office for the position the man is occupying or may be capable of occupying," Dickerman pointed out.

More time in U.S.

The school's experience has shown that, except for those who are in top positions and who have ability to handle decision-making problems, the foreign national develops more self-confidence and ability to understand his organization and his own potential if he spends six to eight months in the United States in a professional training program--rather than a short four- to six-week period.

"Too frequently," observes Dickerman, "the foreign national is brought to the United States for a short training program and a grand tour of the company's main offices and factory branches. He is awed by the size and complexity of the organization. If he felt a lack of confidence in his ability to analyze and solve the complex problems of his job before he came to the United States, he frequently returns with a greater feeling of insecurity. He may feel that he is such a small part of a large impersonal organization that he has little chance of becoming an important and respected employee. As a result, he may seek employment in a smaller, locally owned and operated firm where he can achieve a position of prominence and responsibility without feeling insecure."

U.S. executives, too

The short courses also seldom provide sufficient background for the U.S. executive going overseas, unless he has had previous training and experience. "Too many companies feel," Dickerman says, "that the capable executive in the United States will, upon his arrival in the country, soon learn the customs, the language and, through his demonstrated analytical ability, be able to adapt himself to the new environment. This does not necessarily work out in practice.

"Our own experience shows that some of our professors have been unable, in spite of sincere efforts on their part to learn the language, to adapt themselves to the culture of the country to which they are assigned. As a result, such individuals become part of an exclusive international community and are unable to perform their functions effectively as an integral part of the country in which they serve."

Responses to questionnaires sent recently to more than 2000 branches of U.S. firms operating in Latin America are indicating, according to Dickerman, that except for the very large companies with worldwide operations, few firms have systematic training programs either for their foreign nationals or for the American executives they select for overseas managerial positions.

School's functions

The functions of Dickerman's department are to arrange and conduct tailored training programs in management for foreign nationals from private industry and government and to provide overseas technical assistance in economic planning, business administration and industrial management.

The department, in cooperation with the U.S. Agency for International Development, has published 18 training manuals in various phases of economic development and business management. It has also been assisting a group of businessmen in developing a College of Business Administration in Medellin, Colombia, where six Syracuse professors are serving. "By 1970, the College in South America, with a fully trained faculty of 45 professors, will be as large as our own College of Business Administration at Syracuse," Dickerman said.

No simple answers

Experience has taught no simple answers in the training of international managers, Dickerman points out. "At first," he said, "we thought all that was needed was some basic training in so-called 'management principles' and an opportunity to observe these 'principles' being applied in the giants of American industry. This approach made sense to the European whose company was already in a fairly advanced stage technologically, but was completely confusing to the African or Asian who employed 100 to 300 people, only half of whom could read or write. We then began to develop some how-to-do-it programs with greater emphasis on small and medium-sized industry. . . ."

Flexible program

Most of the programs have dealt in problems of general management. In specialized disciplines, their relationship to the decision-making process from the general management point of view is emphasized.

In developing a pattern of academic training which combines the practical and theoretical, said Dickerman, "any program, to be effective, requires continual individual consultation with participants in order to adapt the program to the needs of each trainee."

Tariff unit studies American Selling Price valuation

Data sought for inclusion in Kennedy Round discussions

The customs valuation basis known as American Selling Price (ASP) is to be studied by the Tariff Commission. A request for such a study was made by Christian A. Herter, U.S. Special Representative for Trade Negotiations, at the direction of President Johnson.

This basis of valuation is used to determine the duty applicable to imports of certain benzenoid chemical products, as well as rubber soled footwear, knit gloves and canned clams.

In order to determine the duty on any of these imported products, the ad valorem rate is applied to the wholesale price of the similar domestic product, rather than the usual basis of valuation, which in most instances is the value of the imported product at the time of exportation from the foreign country.

Equivalent rate sought

Herter has asked the Tariff Commission to propose rates of duty calculated upon the usual basis of valuation which would yield duties substantially equivalent to those paid under ASP. In addition, the Special Representative has requested the Tariff Commission to indicate its assessment of the degree of equivalency of protection achieved by this conversion of rates of duty.

As the request of the Special Representative indicates, the Tariff Commission will require the assistance of the Bureau of Customs in making its investigation. In particular, the Bureau of Customs will gather together the necessary factual information and will also determine the value of the imported products in terms of the usual standard of valuation.

It is expected that, in conducting its investigation, the Tariff Commission will request written suggestions on the methods and procedures for making the conversions and will hold a public hearing at a later date on the proposed new rates of duty. By these means, all interested parties will have full opportunity to express their views.

The results of the Tariff Commission's investigation will assist the United States in formulating its position in the Kennedy Round of trade negotiations where the use of ASP as a basis of valuation is under discussion.

GATT waives rule on U.S.-Canada pact

A request by the U.S. to members of the General Agreement on Tariffs and Trade (GATT) to waive rules to permit a U.S.-Canadian agreement on free trade in cars and original assembly parts has been approved.

The action was the result of a postal ballot among the 66 GATT member countries. More than two-thirds of the GATT members agreed, prior to a Dec. 18 deadline.

The waiver releases the U.S. and Canada from obligations under the GATT "most-favored-nation" rule to grant the same tariff concessions on cars and parts imported from other GATT member nations.

Pennsylvania, U.S. combine in export double-header

The U.S. Department of Commerce and the State of Pennsylvania will cooperate in a double-header export campaign for Keystone State products in the Far East next April.

Supported by the Department's Bureau of International Commerce, the Pennsylvania Department of Commerce will send a Trade Mission to the Philippines, Hong Kong, Japan, Taiwan and Thialand.

During the same period, the U.S. Trade Center in Tokyo will feature products manufactured by Pennsylvania firms. The exhibit will be called "Pennsylvania in Japan." Last year, Japanese businessmen held a "Japan in Pennsylvania" exhibit.

Pennsylvania is one of seven States planning Trade Missions in cooperation with BIC in the first half of 1966. The others are Tennessee, Indiana, Oklahoma, Mississippi, West Virginia and Rhode Island. The Rhode Island and Oklahoma groups plan to tour the Far East. The others expect to visit Europe.

ELECTRONICS FAIR

The International Fair for Electronics Automation and Instruments will be held Feb. 25-March 6 at the Forum Exhibition Hall in Copenhagen, Denmark.

International Trade Winds

RUBBER—The Goodyear Tire and Rubber Co., Akron, Ohio, is opening two new plants in Canada. The first, scheduled to open at Chatham, Ont. in the summer of 1966 will produce passenger wheels for original equipment use, snow wheels and tail pipes. The second to open at Owen Sound, Ont. will produce molded polyurethane foam articles for the automotive industry. The new plants will bring Goodyear's worldwide production facilities to 88.

ABRASIVES CONVERSION—Minnesota Mining and Manufacturing AB, a subsidiary of 3M Co. of St. Paul, Minn. announced plans for construction of new office, warehouse and coating abrasives converting facilities near Stockholm, Sweden.

TRAVEL—American Express has just moved to new and expanded quarters in Vienna. The international organization currently provides banking services in 49 offices in 16 countries.

OPHTHALMIC PRODUCTS—Bausch & Lomb of Rochester, New York will soon open its first European field warehouse and distribution center near Amsterdam, The Netherlands.

ENGINEERING—Karl R. Rohrer, president of the Akron, Ohio Engineering firm of the same name, has opened an office in Barcelona, Spain. Mr. Rohrer opened the new overseas office while with the Ohio Trade Mission to Europe in November.

FUEL CHANNELS—The Special Products Division of The Carpenter Steel Company, Reading, Pa. will supply fuel channels for two new nuclear reactors now under construction overseas by General Electric Co. The orders call for special zirconium alloy tubing to hold nuclear fuel elements for a boiling water reactor in Tarapur, India and another in Bavaria, West Germany.

FRENCH TRANSLATION of American suburbia is reflected in this street scene at Les Residences du Chateau, southwest of Paris. (Jean Biaugeaud photo)

Sellout in France

American housing construction company takes orders for all 652 homes planned in community near Paris

For Levitt & Sons, the vote of confidence was overwhelming.

The American building firm recently opened five model houses to let French home buyers have a taste of what the large-scale planned community near Paris would be like (INTERNATIONAL COMMERCE, Dec. 6, 1965, page 16).

Within three weeks, orders were placed for all 652 houses and apartments, representing $20 million worth of homes.

The houses technically are not "sold" yet since French law says a builder cannot accept a binder until the house is finished. But at least 950 Frenchmen, says William J. Levitt, president, have opened special bank accounts with $100 deposits as an expression of their intention to buy a Levitt house.

And if any of them change their minds, Levitt said, some 300 more are on the waiting list.

The photos on these pages give a brief glimpse of what the houses are like on the outside and inside, a combination of American and French architecture and furnishings.

THE ARCY is a single-family home featuring four bedrooms, two baths, kitchen with built-in range and refrigerator, direct access to an interior utility room, and seven closets. (Jean Biaugeaud photo)

Homeowners in Le Mesnil-St.-Denis project by Levitt to have unmarred landscape and reduced waiting period for telephone; wooded 'greenbelts' to wind through community to give privacy; schools, chapel, community hall also planned

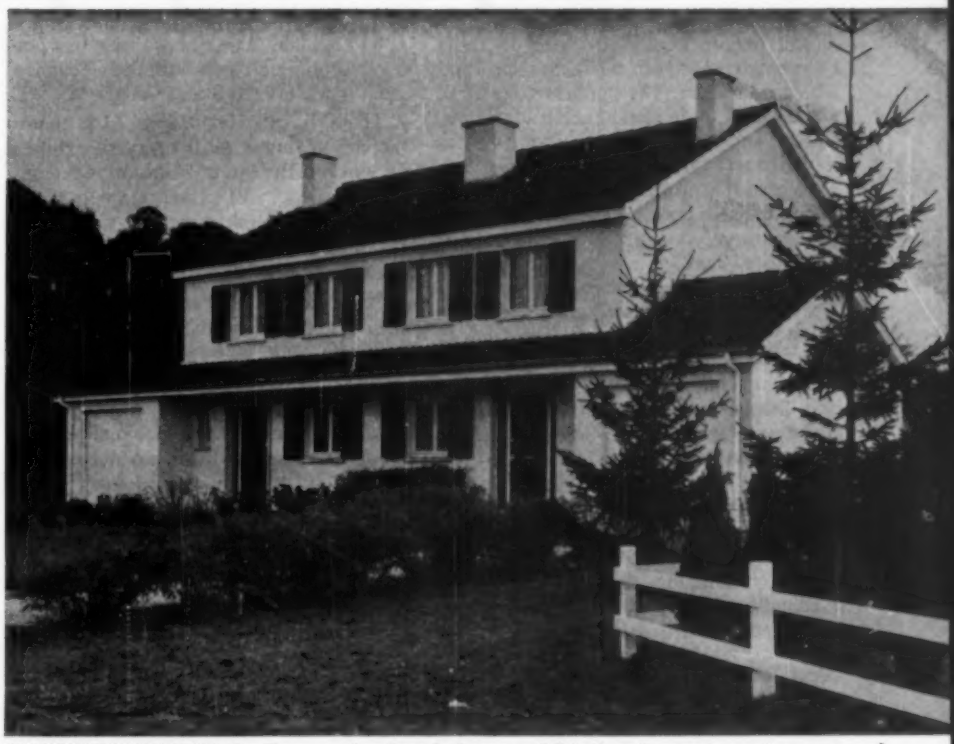
Homeowners in Les Residences du Chateau will not have the landscape marred by overhead wires, telephone poles or massive water tanks.

All utilities will be installed underground, Levitt said recently. Power and phone lines will be carried in buried conduits and the community's water supply will be in underground reservoirs fed by two wells. The reservoir site will be backfilled and landscaped to blend with the terrain.

Nor will the owners have as long a wait for a telephone. The customary eight-to-ten-year wait will be cut to only two years because of a special arrangement with the phone authorities. Levitt & Sons is pre-financing installation of the automatic telephone exchange and underground conduit network now, while the community is being built.

Other facilities now under construction include a storm drainage system, sanitary sewer system which will tie in to an existing municipal treatment plant, roads, sidewalks, street lighting and a fire protection system with hydrants throughout the community.

The project at Le Mesnil-St.-Denis is Levitt's first community venture in Europe.



SPACIOUS TOWN HOUSE, the Chevreuse, has three bedrooms, a full bath and separate powder room. The three bedrooms are all upstairs. A few of these units are available without the attached garage.

NATIONAL TASTE is reflected in the interiors, with parquet wood flooring and lots of glass doors. The colorful, washable fabric wall covering decorates the U-shaped kitchen in the Arcy, a single-family, four-bedroom unit. The kitchen comes with a built-in range and refrigerator, and glass doors lead from the adjoining dining area to the rear yard. Focal point of the Bel Air, a three-bedroom home, is the living and dining areas. Glass doors lead from both areas to gardens. Kitchen equipment, built-in furnishings, double sinks, closets, and the American touch—central heating—are included in the sale prices.

EXPORT EXPANSION DATES

Holiday ends, opportunity

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

Aggressive promotion is necessary to clinch the sale but the task is made easier by exposing your products in the five ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

► National exhibitions seek to portray economic and cultural advancement in the United States.

There is still time for a U.S. manufacturer to enter most of these exhibits, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230, or **phoning:** Area Code 202 WO 7-5316 or 3137.

Some exhibits that are closed are listed, with the recommendation that company representatives may wish to visit them.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry organized and programmed with the help of the Government. American firms interested in selling abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

► The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Materials handling equipment. GERMANY. The continued high interest by German industry in labor and time-saving capital equipment adds impetus to the growing demand for materials handling equipment and components for lifting, loading, conveying and other mechanical handling operations. **Frankfurt Trade Center. Feb. 2-9.**

New building materials. JAPAN. The continued Japanese construction boom presents expanding opportunities for the latest and the best that the U.S. building materials industry has to offer. **Tokyo Trade Center. Feb. 2-11.**

Institutional catering equipment. SCANDINAVIA. In Denmark, Norway, Sweden and Finland, expansion of institutional and in-plant feeding facilities, as well as modernization through "culinary automation" of restaurants and hotels, is creating prime markets for U.S. manufacturers of catering and kitchen equipment. This exhibition, coupled with the London Trade Center show, affords U.S. firms a unique opportunity to reach important European markets. **Stockholm Trade Center. Feb. 3-11.**

Mining and general safety equipment. THAILAND. A basic re-adjustment and new development in the Thai mining industry offers promising sales opportunities for U.S. manufacturers of mining equipment. A collateral market exists not only for mining but for the many other types of safety equipment. **Bangkok Trade Center. Feb. 9-23.**

Consumer and capital goods. SAUDI ARABIA AND TRUCIAL STATES. U.S. trade mission. Business proposals should be submitted by Jan. 5. Mission is scheduled for **Feb. 10-March 12.**

Food processing equipment and supplies. ITALY. Major changes in the Italian food industry create a demand for new processing equipment and techniques. A market exists for American machinery, supplies, and special ingredients. **Milan Trade Center, Feb. 18-23.**

Commercial and industrial refrigeration equipment. SPAIN. Excellent market opportunity to cash in on Spain's $148-million refrigeration plan to double facilities by 1968. Taxes and customs duties virtually eliminated on needed imported equipment. **U.S. solo exhibition, Madrid. March 7-17.**

Dental equipment and supplies. GERMANY. The German market, as the Italian, offers opportunities for the American exporter in this field. **Frankfurt Trade Center. March 23-30.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. March 20-April 9.**

Dental equipment and supplies. ITALY. Expanding market in this field offers chance for American firms to increase their sales. **Milan Trade Center. March 12-18.**

Industrial and agricultural development. IRAN. U.S. trade mission. Business proposals should be submitted by Feb. 15. Mission is scheduled for **April 2-23.**

Commercial baking and specialized printing equipment. JAPAN. Opportunity for U.S. businessmen to take advantage of dramatic modernization and expansion programs in these industries, spurred by Japanese government. **7th Osaka International Trade Fair. April 9-29.**

High fidelity and stereophonic sound equipment. GREAT BRITAIN. Exhibition will feature a wide selection of the latest American recorders, amplifiers, speakers, stereo tapes and record albums. **London Trade Center. April 14-22.**

Textile, plastics, chemicals, food processing and wood products. CARIBBEAN AREA. U.S. Trade Mission. Business proposals should be submitted by March 1. Mission is scheduled for **April 16-May 14.**

Heating, refrigeration and air-conditioning. GERMANY. Over one million trade visitors from all parts of the world come to the Hannover Fair every year. Large discoveries of natural gas, broadening application of refrigeration techniques,

for exporters keeps going

and the large-scale introduction of air-conditioning in housing and industry make the European markets more promising than ever to American industry. **Hannover Trade Fair, U.S. commercial exhibition. April 30-May 8.**

Manufactured diagnostic, surgical and therapeutic equipment. GERMANY. Germany's favorable business climate and the demand for better hospitals and improved equipment insure a promising market for U.S. manufacturers. **U.S. commercial exhibition. International Hospital Exhibition, Stuttgart. May 11-14.**

Metal finishing equipment. ITALY. Growing industrial recovery now demands rapid increases in capacity and techniques of both captive and job-shop electroplating and spray painting plants. This market is technologically advanced and ready for automation and most recent innovations. **Milan Trade Center. May 17-23.**

Specialized industrial modernization equipment. JAPAN. Four specially selected categories of advanced industrial equipment have been earmarked as having unusually attractive sales possibilities. Process control computers, industrial filtration equipment, fluid power devices and specialized industrial components will be featured. **Tokyo Trade Center. May 17-27.**

Mechanics' hand and power tools, automotive testing equipment, engine maintenance and repair equipment. THAILAND. Rapidly expanding automobile market in Thailand needs hand and electric power tools, air or hydraulic tools and heavy machinery for garage and service stations. **Bangkok Trade Center. May 18-31.**

Advanced teaching and training aids. FRANCE. France is building and equipping new schools at an unprecedented rate. The Ministry of Education has demonstrated this interest by arranging for over 1,000 educators to attend the U.S. exhibition, at government expense. French industry, too, is expanding its training program, urged by a government tax that must be used for skill training. The market is particularly bright for sophisticated equipment, in which American manufacturers excel. **International Equipment Exposition. U.S. commercial exhibition. Paris. May 19-23.**

Instruments, components and computers. UNITED KINGDOM. The British Government is encouraging industry to modernize. The situation demands the importation of instruments, components, and computers. U.S. manufacturers, already suppliers at the rate of $30 million a year, can sell more. **I.E.A. exhibition: The Olympia, London. May 23-28.**

"Plastics USA." GERMANY. The exhibit will include plastics production machinery and related equipment; plastics raw materials and compounds; selected semi-finished and finished products having proprietary production features. T. T. Miller, Chairman of the Board, Society of the Plastics Industry, is scheduled as technical consultant to the exhibition. **Frankfurt Trade Center. May 4-11.**

Security and fire prevention and protection equipment. GREAT BRITAIN. The U.S. exhibit will include burglar, fire and vehicle alarms, safes and security locks, personal call systems, computers, telephonic scramblers, valuable metal detectors, Regiscopes, pressure mats, microfilm, closed circuit TV, video tape recorders, central station controls, fire alarm batteries, sprinkler systems, fire tenders and related state-of-the-art devices. **London Trade Center. May 10-20.**

Industrial fasteners. SWEDEN. The U.S. commercial exhibition will feature advanced mechanical fasteners and assembly equipment for Sweden's growing industries—particularly in the automotive, aircraft, electrical, engineering, timber, plastics and related fields. The show will include all types of labor saving equipment and devices of interest to the Scandinavian manufacturers in cutting production costs. **Stockholm Trade Center. May 25-June 1.**

Hotel, restaurant, catering equipment and automotive maintenance equipment. ISRAEL. The emphasis on attracting tourists by the Israeli Government will afford American manufacturers of this equipment an opportunity to sell in this market. A total of 5,500 hotel rooms are planned within the next five-year period. Of the $100,000,000 investment in this area, one-third will be underwritten by the Government. The increase in automobiles, busses, trucks and other vehicles will require upgrading of the automotive service and maintenance equipment necessary to keep these vehicles in operation. **International Trade Fair, U.S. commercial exposition. Tel Aviv. June 21-July 9.**

SUCCESSFUL SALE of $9,000 worth of farm pumps and water system equipment three days after the opening of the recent U.S. agricultural exposition in San Salvador, El Salvador, is followed by a distributor product education school. H. A. Smalley (center), vice president of Baker Manufacturing Co., Evansville, Wisc., conducts the class. At left is Harlow Newton, sales manager of REISA Farm Equipment Distributors in El Salvador.

At London Center: scientific equipment

The exhibition of analytical and measuring instruments and laboratory apparatus, held at the London Trade Center Dec. 7-17, provided a theme very much in tune with Britain's current emphasis on industrial modernization.

Industry generally—in partnership with the government and educational institutions—is stepping up investment in research and development. The show featured precision equipment increasingly in demand as the modernization program gathers momentum.

On display were highly specialized products from 44 American manufacturers. Many of the participants have a long-standing association with the British market through local agents but the exhibition provided them with an opportunity to introduce their latest lines to an invited audience of top management caliber. They also made new contacts in industries not previously oriented toward research and development as an essential instrument of management.

Products demonstrated included new devices introduced to Britain for the first time. General Electric, for example, showed a highly advanced X-ray system for the analysis of solid crystalline matter which is attracting considerable attention.

THERE IS NO DOUBT that A. R. Sallis (left), chief technician of the Institute of Psychiatry, is interested in the heavy-duty, high-speed refrigerated centrifuge demonstrated by International Equipment. Co. At right is Barradail Jones, company representative. In photo below, D. Simpson of Pharmaceutical Journal comes to an exhibition preview for the press and sees the Nalge Co.'s display of labware.

M. G. SMITH (left) of Yardleys of London was one of many visitors to the display of precision balances presented by the Ohaus Scale Corp. (bottom left photo). A point of particular interest at the show was the display (below) of stereoscopic and fluorescent microscopes of the American Optical Co.

January 1966

SEMIANNUAL

CHECKLIST

BUREAU OF INTERNATIONAL COMMERCE
INTERNATIONAL BUSINESS PUBLICATIONS

CHECK LIST

Data in the publications of the Bureau of International Commerce are obtained from some 300 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

The U.S. Department of Commerce publications noted in this checklist are available from the Commerce Department's Publication Sales and Distribution Branch of the Office of Administrative Services, Washington, D.C., 20230, or from any of the Department of Commerce Field Offices. Those of the Department's publications that are available also from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, are so indicated.

International Commerce

☐ INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoritative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, the accomplishments of U.S. trade missions, analyses of U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, ECAFE, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Single copy, 35c. Sample copy free.

Overseas Business Reports

(Formerly World Trade Information Service)

☐ OVERSEAS BUSINESS REPORTS (OBR's) provide basic, authoritative information for exporters, importers, investors, manufacturers, researchers, and others concerned with international trade and economic conditions. They replace the World Trade Information Service (WTIS) reports.

The data are presented on specific countries by both the Bureau of International Commerce and the Business and Defense Services Administration of the U.S. Department of Commerce.

OBR's are available through U.S. Department of Commerce Field Offices or the Superintendent of Documents. U.S. Government Printing Office, Washington, D.C., 20402, for 15¢ a copy. On Feb. 1, the yearly price of OBR's will be reduced from $18 to $13, and the additional foreign mailing fee will be reduced from $12 to $5.

WTIS reports still available sell for 15¢ unless shown otherwise.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $57 airmail delivery within the United States. Available from a Department of Commerce Field Office. Make checks or money orders payable to U.S. Department of Commerce.

Books and Pamphlets

☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies with instructions, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscriptions $7 ($2 additional for foreign mailing). Airmail service avalable only to domestic subscribers, $4 additional. Single copies of CURRENT EXPORT BULLETIN, 25¢. Available from Department of Commerce and its Field Offices.

THE MARKET SERIES handbooks are designed to provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities.

Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field

Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ *AFRICA: SALES FRONTIER FOR U.S. BUSINESS.* 1963. 121 pp. $1.

☐ *BELGIUM, A MARKET FOR U.S. PRODUCTS.* 1963. 60 pp. 45¢.

☐ *TRADE AND INVEST IN CENTRAL AMERICA.* 1965.

☐ *COLOMBIA, A MARKET FOR U.S. PRODUCTS.* 1964 64 pp. 50¢.

☐ *HONG KONG, A MARKET FOR U.S. PRODUCTS.* 1964. 122 pp. $1

☐ *KUWAIT, A MARKET FOR U.S. PRODUCTS.* 1963. 22 pp. 25¢.

☐ *LIBERIA, A MARKET FOR U.S. PRODUCTS.* 1965. 40 pp. 35¢.

☐ *LIBYA, A MARKET FOR U.S. PRODUCTS.* 1962. 65 pp. 55¢.

☐ *MOROCCO, A MARKET FOR U.S. PRODUCTS.* 1964. 64 pp. 40¢.

☐ *NIGERIA, A MARKET FOR U.S. PRODUCTS.* 1964. 72 pp. 50¢.

☐ *PERU, MARKET FOR U.S. PRODUCTS.* 1961. 62 pp. 40¢.

☐ *PHILIPPINES, A MARKET FOR U.S. PRODUCTS.* 1965. 76 pp. 55¢.

☐ *SAUDI ARABIA, A MARKET FOR U.S. PRODUCTS.* 1962. 44 pp. 40¢.

☐ *SUDAN, A MARKET FOR U.S. PRODUCTS.* 1962. 47 pp. 40¢.

☐ *THAILAND, MARKET FOR U.S. PRODUCTS.* 1962. 92 pp. 55¢.

☐ *VENEZUELA, A MARKET FOR U.S. PRODUCTS.* 1964. 65 pp. 50¢.

EXPORT MARKET GUIDES

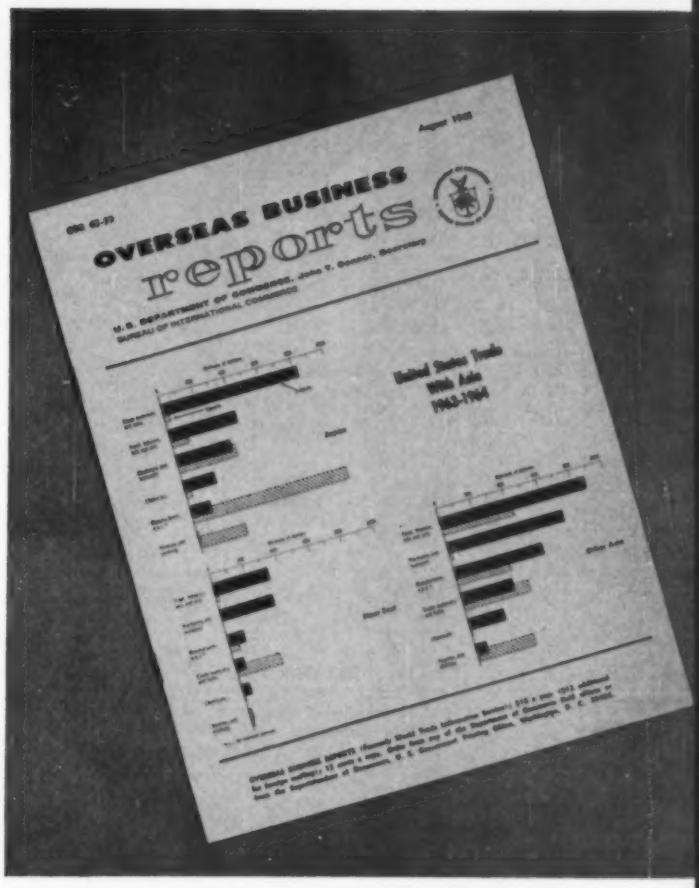
Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach, expected attendance and sales and technical requirements. 4 or 8 pages. 10¢ each. For sale by U.S. Department of Commerce. Publication Sales and Distribution Branch of the Office of Administrative Service, Washington, D.C., 20230.

Central American Common Market: ☐ farm machinery and equipment.

Germany: ☐ Medical and Hospital Equipment Exhibition, Stuttgart; ☐ Gas Appliance and Ancillary Equipment Exhibition, Hannover Trade Fair; ☐ Air Conditioning & Refrigeration Systems Show, Hannover Trade Fair; ☐ International Dairy Machine Exhibition, Munich. ☐ International Hospital Equipment Show, Stuttgart. ☐ Home Maintenance and Improvement Show; ☐ Nuclear Instruments Show; ☐ equipment, components and controls used in all phases of air conditioning; ☐ catering equipment; ☐ welding and cutting equipment; ☐ plant maintenance equipment; ☐ food processing, packaging machinery and related equipment; ☐ meat processing, packaging, and slaughtering equipment.

Italy: ☐ Food Processing Exhibition, Milan Trade Center. ☐ Boating Accessories Show, Milan (US TC) ☐ industrial fasteners, assembly tools, and production equipment; ☐ packing and packaging machinery; ☐ electric, electronic, and mechanical control devices; ☐ catering equipment; ☐ electronic computers.

Japan: ☐ Specialized Industrial Modernization Equipment Show, U.S. TC, Tokyo. ☐ New Building Materials Show, U.S. T.C., Tokyo; ☐ Advanced Industrial Fasteners Show (U.S. TC); ☐ animal husbandry equipment, accessories and materials; ☐ automatic wrapping and packaging machines and equipment; ☐ metal finishing equipment; ☐ pumps and compressors; ☐ animal husbandry equipment.



Malaysia: ☐ metalworking machines and equipment.

Netherlands: ☐ Food processing and packaging equipment; ☐ gas appliances and related products.

Peru: ☐ automotive service equipment, metalworking machinery, medical equipment.

Southeast Asia: ☐ Audio-Visual and Teaching Aids Equipment Show;

Switzerland: ☐ industrial electronic equipment.

Thailand: ☐ Mining Equipment and General Safety Equipment Show (US TC); ☐ Audio-Visual and Teaching Aids Equipment Show (TC Bangkok); ☐ air conditioning and refrigeration equipment; ☐ hotel, restaurant, and institutional catering equipment.

United Kingdom: ☐ Instruments, Electronics, Automation Exhibition; ☐ Scientific Instruments and Lab. Apparatus Show (TC London); ☐ electronic systems and instrumentation; ☐ machine tools; ☐ industrial machinery; ☐ audio-visual equipment; ☐ non-destructive testing and measuring apparatus; ☐ advanced industrial fasteners, applicators, fastener producing machines; ☐ Hotel and Catering Equipment Exhibition (US TC London).

☐ *Market Factors in Singapore.* Basic data on sale of goods in Singapore: scope and nature of the market, economic development, competition, market for selected commodities and services. 11 tables. 1965. 19 pp. mimeographed. 25¢.

Scandinavia: ☐ Educational Laboratories and Systems Show (US TC, Stockholm; ☐ Institutional Catering Equipment Show

(US TC, Stockholm); ☐ photographic products; ☐ advanced educational and industrial aids;

Spain: ☐ U.S. Industrial and Commercial Refrigeration Equipment, Madrid;

Sweden: ☐ Plant and Equipment Maintenance Show; ☐ Educational Laboratories and Systems Show (US TC, Stockholm); ☐ Institutional Catering Equipment Show (US TC, Stockholm); ☐ lifting, loading, conveying equipment.

☐ EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 and Department of Commerce Field Offices.

☐ EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air. 1965. 16 pp. Free. Available from the U.S. Department of Commerce, Office of Export Control, Washington, D.C., 20230.

☐ EXPORT CONTROL REGULATIONS, U.S., SUMMARY OF. Includes helpful hints on applying for an export license and contains specimens of forms used. March 1965. 22 pp. 20¢. Available from Superintendent of Documents. U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized. $37.50 a year, beginning when remittance received. Make remittance to U.S. Department of Commerce. Available at any Field Office or the Office of Administrative Operations, U.S. Department of Commerce, Washington, D.C., 20230.

☐ ELECTRIC CURRENT ABROAD. Lists, for the benefit of manufacturers and exporters, the types, phases, cycles, and voltages of electric current available in the principal cities of the world. Covers primarily current for domestic use, but includes some information on industrial power. 1963. 75 pp. 30¢. Available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

☐ EXPORT PROFITS. A brochure describing low-cost marketing aids and services for higher export profits. Available from any of the U.S. Department of Commerce Field Offices. 1962. 8 pp. Free.

☐ FOREIGN-TRADE ZONES BOARD 26th ANNUAL REPORT. Contains review of fiscal '64 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, and Toledo. 1965. 47 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS, AND OTHER INFORMATION RELATING TO. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1962. 79 pp. 30¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ GATT: GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes the GATT and how it works as a means of opening doors abroad to the export of U.S. products through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for Government sponsorship. 1965. 12 pp. 11¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ PROFITABLE SALES IN U.S. TRADE CENTERS OVERSEAS. Describes how U.S. Trade Centers overseas may be utilized by American businessmen to increase sales in foreign markets. 1964. 20 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms, in Bangkok, Beirut, Manila, and Nairobi for 30 days. A new U.S. Department of Commerce export promotion program. 1964. 8 pp. 10¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELL YOUR PRODUCTS THROUGH U.S. TRADE MISSIONS. Describes how U.S. Trade Missions help sell U.S. products in overseas markets. 1964. Revised annually. 16 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELLING AROUND THE WORLD—HOW COMMERCE HELPS. Describes how the organizations in the U.S. Department of Commerce serve the international business community. Revised 1964. 28 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1965. 26 pp. Superintendent of Documents, Washington, D.C., 20402.

☐ TRADE OF UNITED STATES, WESTERN EUROPE, CANADA & JAPAN IN MANUFACTURED PRODUCTS 1961/62. 1964. Compares U.S. exports of selected products with same exports of 21 other industrial nations. 3 volumes. 132 pp. 75¢ each.

Vol. I—pharmaceutical products, plastic materials, and manufactured fertilizers.

Vol. II—selected machinery and equipment.

Vol. III—selected consumer goods.

Available from Superintendent of Documents, Washington, D.C., 20402.

☐ U.S. SHARE OF WORLD MARKETS FOR MANUFACTURED PRODUCTS. Analyzes changes from 1954-56 to 1961 in the U.S. share of major markets abroad for manufactured goods. 26 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHAT YOU SHOULD KNOW ABOUT EXPORTING. A how-to-get-started handbook designed as a basic reference for the American businessman interested in opening profitable new overseas markets for his products. Revised 1965. 38 pp. 20¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ WHITE HOUSE CONFERENCE ON EXPORT EXPANSION, REPORT TO THE PRESIDENT ON THE. Report to President John F. Kennedy by Secretary of Commerce Luther H. Hodges on the White House Conference on Export Expansion, Washington, D.C., September 17-18, 1963. Contains reports by 11 committees of the conference. 30¢. Available from Superintendent of Documents, Washington, D.C., 20402, or the Department's Field Offices.

WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $1 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices.

Trade Lists

TRADE LISTS. These are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C., 20230.

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered. Key: A—Agents; D—Dealers or Distributors; E—Exports; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Vehicles & Equipment—I&D
Beverages, Alcoholic—I&D
Beverages, Alcoholic—M
Boat & Ship Builders, Repairs & Chandlers
Books, Magazines & Periodicals—I&D
Boots & Shoes—I&D
Canneries & Frozen Foods—P&E
Chemicals—I&D
Clothing—M
Coal, Coke & Fuel—I&D
Confectionery—ID&M
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Producers
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fruits & Nuts—ID&E
Furniture—I&D
Furniture—M
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Jewelry, Silverware, Timepieces & Giftware—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Mining Companies & Exporters of Ores
Musical Instruments—I&D
Office Supplies & Equipment, Paper & Stationery—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastics Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Textile Industry
Tobacco & Tobacco Products—ID&M
Vending Machines—I&D

Countries for which lists are available:

Commodity Lists

Algeria
Argentina
Australia
Austria
Belgium
Bolivia
Brazil
Ceylon
Chile
Colombia
Costa Rica
Denmark
Dominican Republic
Ecuador
El Salvador
Finland
France
Germany, Federal Republic of & West Berlin
Greece
Guatemala
Haiti
Honduras
Hong Kong
India
Iran
Iraq
Israel
Italy
Jamaica
Japan
Lebanon
Malaysia
Mexico
Morocco
Netherlands
Neth. Antilles
New Zealand
Nicaragua
Norway
Pakistan
Panama
Peru
Philippines
Portugal
South Africa
Spain
Sweden
Switzerland
Syria
Thailand
Trinidad
Tunisia
Turkey
United Arab Rep.
United Kingdom
Uruguay
Venezuela

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Aden
Afghanistan
Angola
Azores
Bahamas
Bahrein Islands
Barbados
Bermuda
Burundi
Cameroun
Cape Verde Islands
Central African Republic
Chad
Congo, Republic of (Brazzaville)
Congo, Republic of the (Leopoldville)
Corsica
Cyprus
Dahomey
Eritrea
Ethiopia
French Somaliland
Gabon
Gambia
Ghana
Gibraltar
Guadeloupe, Martinique and French Guiana
Guiana, British
Guinea, Portuguese
Honduras, British
Iceland
Indonesia
Ireland
Ivory Coast
Jordan
Kenya
Korea
Kuwait
Laos
Liberia
Libya
Luxembourg
Madeira Islands
Malagasy Republic
Mali
Malta
Mauritania
Mauritius
Mozambique
Nepal
Niger
Nigeria
Nyasaland (Malawi)
Paraguay
Reunion
Rhodesia, Northern (Zambia)
Rhodesia, Southern
Rwanda
St. Pierre & Miquelon
Saudi Arabia
Senegal
Sierra Leone
Somali Republic
Sudan
Surinam
Taiwan
Tanzania
Togo
Uganda
Upper Volta
Viet-Nam

Lists of Government Controlled Monopolies or State Trading Organizations available for the following countries:

Lists of State Trading Organizations

Bulgaria
Burma
Cambodia
Czechoslovakia
Germany, East
Guinea
Hungary
Poland
Rumania
U.S.S.R.
Yugoslavia

TRADE MISSION REPORTS. Opportunities for U.S. trade with countries that are visited by U.S. trade missions are

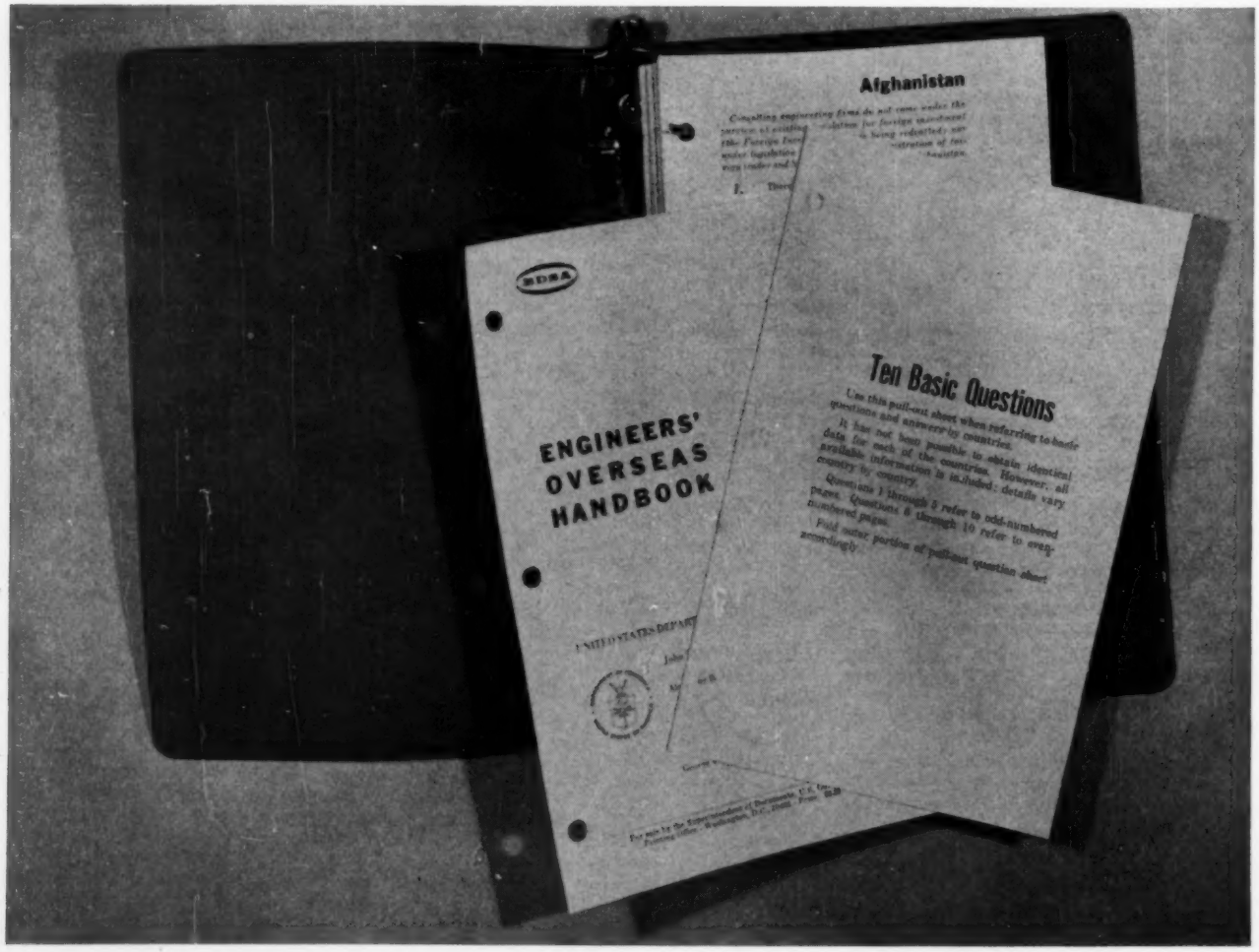
noted in the following reports. For sale by the U.S. Department of Commerce and its Field Offices.

- ☐ AUSTRALIA, SELLING TO. 1964. 36 pp. 30¢.
- ☐ AUSTRIA, EXPORT TO. 1963. 20 pp. 20¢.
- ☐ BURMA, DOING BUSINESS WITH. 1962. 36 pp. Free.
- ☐ CYPRUS AND ISRAEL, DOING BUSINESS IN. 1962. 31 pp. 25¢.
- ☐ EAST AFRICA—DO BUSINESS IN KENYA, TANGANYIKA, UGANDA. 1963. 49 pp. 35¢.
- ☐ GERMANY, EXPORT TO. 1964. 24 pp. 25¢.
- ☐ GREECE, DOING BUSINESS IN. 1963. 24 pp. 25¢.
- ☐ HONG KONG, TRADE WITH. 1963. 22 pp. 20¢.
- ☐ INDIA. Trade Mission Report: special issue INTERNATIONAL COMMERCE. April 26, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C. 20402.
- ☐ IRAQ, KUWAIT, AND LEBANON. Trade Mission Report: special issue INTERNATIONAL COMMERCE. June 14, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.
- ☐ ITALY, INDUSTRY AND OPPORTUNITY IN. 1963. 32 pp. 25¢.
- ☐ JAPAN, DOING BUSINESS IN. 1962. 16 pp. 25¢.
- ☐ KENYA, TANGANYIKA, UGANDA, DO BUSIESS IN. 49 pp. 1963. 35¢.
- ☐ MALAYSIA, TRADE WITH. 1963. 36 pp. 25¢.
- ☐ NEW ZEALAND, SELLING TO. 1964. 32 pp. 25¢.
- ☐ PHILIPPINES. Trade Mission Report: special issue INTERNATIONAL COMMERCE. April 19, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.
- ☐ SPAIN, DOING BUSINESS IN. 1963. 35 pp. 25¢.
- ☐ SWITZERLAND, SELL U.S. GOODS IN. 1963. 24 pp. 20¢.
- ☐ TAIWAN. Trade Mission Report: special issue INTERNATIONAL COMMERCE. May 24, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.
- ☐ THAILAND. Trade Mission Report: special issue INTERNATIONAL COMMERCE. May 31, 1965. 35¢. For sale by Superintendent of Documents, Washington, D.C., 20402.
- ☐ VENEZUELA, TRADE WITH. 1964. 29 pp. 25¢.

Quarterly Index to *INTERNATIONAL COMMERCE*

Copies of the QUARTERLY INDEX TO INTERNATIONAL COMMERCE are available on request to a Department of Commerce Field Office or the U.S. Department of Commerce, Publications Sales and Distribution, Washington, D.C., 20230.

- ☐ Quarterly Index to International Commerce, July–September 1965.
- ☐ Quarterly Index to International Commerce, April–June 1965.
- ☐ Quarterly Index to International Commerce, January–March 1965.



Other Publications for Use in World Trade

BUREAU OF THE CENSUS

Price List for Foreign Trade Statistical Publications

Lists the detailed and summary reports containing U.S. export, import, and shipping statistics issued by the Bureau of the Census. May 1965. Foreign Trade Division, Bureau of the Census, U.S. Department of Commerce. 2 pp. Mimeographed. Free. Available from the Bureau of the Census, Washington, D.C., 20233.

Census Bureau Detailed Reports

Yearly subscriptions to the following Census reports should be placed with the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Subscription price includes 12 monthly issues unless otherwise stated. Remittance should be made by check or money order payable to the Superintendent of Documents, U.S. Government Printing Office. Coupons or authorization to charge an account with the Superintendent of Documents are also acceptable (please report account number when using this method of payment).

FT 420 U.S. Exports

Summarizes data in terms of schedule B groupings: area by commodity, country by commodity. Monthly and cumulative, January-to-date data. Effective with January 1965 data. $3.50 year. $1 additional for foreign mailing. 35¢ single copy.

FT 785 U.S. Exports and Imports by Air

Summarizes data in terms of schedule Z groupings: commodity by country of destination, commodity by country of origin, country of destination by commodity, and country of origin by commodity. Effective with January 1965 data. Includes annual. $5 year. $1.25 additional for foreign mailing. 50¢ single copy.

FT 800 U.S. Trade With Puerto Rico and With U.S. Possessions

Includes annual. $1.50 year. 50¢ additional for foreign mailing. 15¢ single copy.

Schedule B Statistical Classification of Domestic and Foreign Commodities Exported From the United States

Basic book and supplements. January 1, 1965, edition. $6 year. $1.50 additional for foreign mailing.

Census Bureau Summary Reports

Yearly subscriptions to the following Census reports should be placed with the Bureau of the Census, Washington, D.C., 20233. Remittance should be made by check or money order (or Superintendent of Documents coupons) payable to Superintendent of Documents and mailed with the order to the Bureau of the Census.

FT 900 Series

Includes all reports in the FT 900 series, as follows: *FT 900-E, U.S. Total Export Trade; FT 900-I, U.S. Total Import Trade; FT 930-E, U.S. Export Trade by Commodity; FT 930-I, U.S. Import Trade by Commodity; FT 950-E, U.S. Export Trade by Country; FT 950-I, U.S. Import Trade by Country; FT 970-E, U.S. Export Trade by District; FT 970-I, U.S. Import Trade by District; FT 975, Foreign Trade Vessel Entrances and Clearances* (by calendar year only); *FT 985, Waterborne Foreign Trade Statistics* (includes annual); and *FT 986, Airborne Foreign Trade Statistics* (includes annual). Subscriptions to single parts not available. Subscriptions expire with calendar year data. No multiple year subscriptions accepted. $5 year. $2.50 additional for foreign mailing. 10¢ single copy.

FT 810 Bunker Oil and Coal Laden in United States on Vessels Engaged in Foreign Trade

Includes annual. $1 year. 10¢ single copy.

FT 2402 U.S. Trade in Gold and Silver

Includes annual. $1 year. 10¢ single copy.

FT 130 U.S. General Imports of Cotton Manufactures

Reported by Country of origin by Geneva Agreement category. $1 year. 10¢ single copy.

FT 600 U.S. Waterborne Foreign Trade

Trade area by U.S. Coastal District. Includes annual. $1 year. 50¢ additional for foreign mailing. 10¢ single copy.

BUSINESS AND DEFENSE SERVICES ADMINISTRATION (BDSA)

All publications issued by BDSA are available from Department of Commerce Field Offices or from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230, and from Superintendent of Documents, Washington, D.C., 20402, where indicated by asterisk.

BDSA Publications

- ☐ A checklist of publications that includes data on monthly and quarterly industry reports as well as all other BDSA publications. July 1965. Free.
- ☐ *The U.S. Industrial Outlook for 1966:* 81 Selected Industries. 1965. 224 pp. $1.
- ☐ *BDSA: How It Works with Business for Business.* 1965. 8 pp. Free.

Industry Reports, Periodicals

- ☐ *Chemicals Industry Report. Quarterly.* Trends in production, shipments, and inventories and articles on world industry developments. $1 a year. $1.25 to foreign address. 30¢ single copy.*
- ☐ *Construction Review. Monthly.* Outlooks, feature articles, construction statistics. $3 a year. $4.25 to foreign address. 30¢ single copy.*
- ☐ *Containers and Packaging Industry Report. Quarterly.* Economic review and outlook, analyses of container trends and developments. Feature articles on domestic and foreign trade. 75¢ a year. $1 to foreign address. 20¢ single copy.*
- ☐ *Copper Industry Report. Quarterly* (with annual summary). Supply-demand analyses and projections, imports and exports, inventories and shipments of producers and fabricators. 75¢ a year. $1 to foreign address. 15¢ single copy.*
- ☐ *Marketing Information Guide. Monthly* (with annual cumulative index). Annotations of selected, current Government and non-Government marketing materials. $2 a year. $2.75 to foreign address. 15¢ single copy.*
- ☐ *Printing and Publishing Industry Report.* Quarterly. Data on employment, earnings, production, exports and imports, analyses of industry conditions and trends. $1 a year. $1.25 to foreign address. 25¢ single copy.*
- ☐ *Pulp, Paper and Board Industry Report.* Quarterly. Analyses, feature articles and statistics on production, world markets, inventories, and prices. 75¢ a year. $1 to foreign address. 20¢ single copy.*
- ☐ *Motor Truck Production Report.* Monthly. Production statistics of commercial on-highway motor trucks for domestic and foreign markets. Free. Available from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230.

* Available on subscription from Superintendent of Documents, Washington, D.C., 20402. Single copies may be purchased from the U.S. Department of Commerce, Washington, D.C., 20230, or from the Department of Commerce Field Offices. Single copies of *Construction Review* and *Marketing Information Guide* may also be purchased from the Superintendent of Documents.

Industrial Modernization

Aids to Modernization

- ☐ *A Bibliography.* 1964. 9 pp. 10¢.
- ☐ *How to Succeed by Really Trying.* 1964. 38 pp. 25¢.

Industrial Modernization Conference Reports (Free): ☐ Detroit Area–April 20, 1965; ☐ Narragansett–March 25, 1965; ☐ Connecticut–October 20, 1964; ☐ Hudson-Mohawk Valleys–October 15, 1964; ☐ Central Tennessee–October 8, 1964;

☐ Western Michigan–October 1, 1964; ☐ Indiana State–September 30, 1964; ☐ New England–June 10, 1964; ☐ New Jersey–June 4, 1964; ☐ Long Island–April 16, 1964; ☐ Washington State–March 31, 1964; ☐ Portland (Ore.)–March 26, 1964; ☐ Mid-Ohio Valley–February 26, 1964; ☐ Southwestern (Oklahoma City)–January 17, 1964; and ☐ Tri-State (Pittsburgh)–January 9, 1964.

U.S. Trade, Manufacturing Data

☐ U.S. Plywood Imports, 1960-64. 1965. 14 pp. 10¢.
☐ Confectionery Sales and Distribution, 1964. 1965. 20 pp. 25¢.
☐ Metal Cutting Tools: Shipments, 1959-1962. 1963. 6 pp. 10¢.
☐ Salad Dressing, Mayonnaise & Related Products, 1964. 1965. 14 pp. 25¢.
☐ U.S. Lumber Exports, 1964. 1965. 11 pp. 10¢.
☐ U.S. Lumber Exports, 1963. 1964. 6 pp. 10¢.
☐ U.S. Lumber Exports, 1962. 1964. 16 pp. 10¢.
☐ U.S. Lumber Imports, 1964. 1965. 6 pp. 10¢.
☐ U.S. Lumber Imports, 1963. 1964. 11 pp. 10¢.
☐ U.S. Lumber Imports, 1962. 1964. 5 pp. 10¢.
☐ U.S. Foreign Trade in Photographic Goods, 1963. 1964. 39 pp. 25¢.
☐ U.S. Foreign Trade in Photographic Goods, 1962. 1963. 35 pp. 25¢.

Overseas Market and Industry Surveys

Foreign Market Surveys:

☐ Children's Clothing in Italy. 1965. 27 pp. 25¢.
☐ Automotive Service and Repair Equipment in Sweden. 1965. 14 pp. 25¢.
☐ Electroplating and Metal Finishing Equipment in the United Kingdom. 1965. 38 pp. 50¢.
☐ Machine Tools and Other Metalworking Equipment in Spain. 1965. 39 pp. 50¢.
☐ Audio-Visual Equipment in the United Kingdom. 1965. 44 pp. 50¢.
☐ Corrosion Protection Methods and Materials in Sweden. 1965. 43 pp. 50¢.
☐ Food Produce in Thailand. 1965. 12 pp. 10¢.
☐ Self-Service Store and Supermarket Equipment, West Germany. 1965. 40 pp. 50¢.
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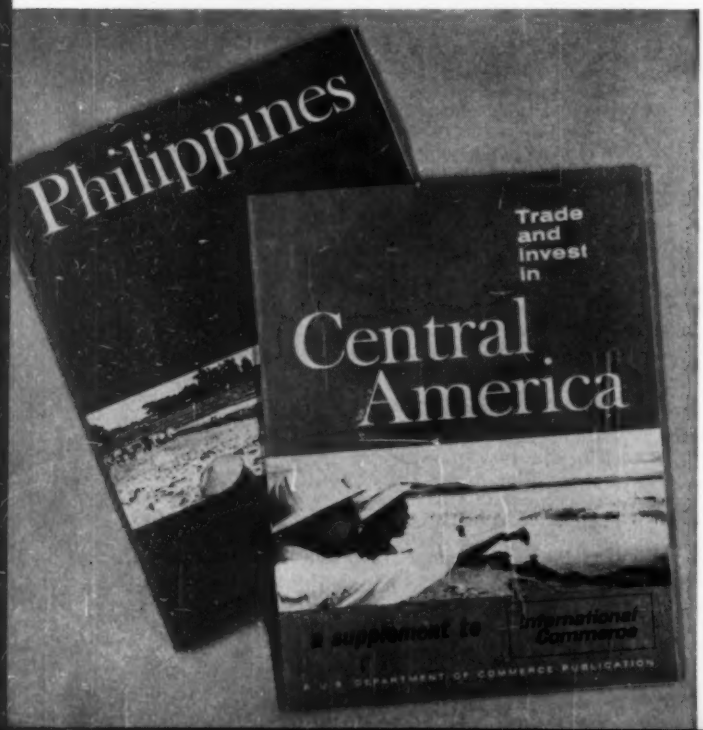
☐ Automotive Maintenance Equipment in Thailand. 1965. 8 pp. 10¢.
☐ Air Tools in the Netherlands. 1965. 23 pp. 25¢.
☐ Home Maintenance Equipment and Supplies in the United Kingdom. 1965. 48 pp. 50¢.
☐ Metal Cutting Machines in Malaya. 1965. 29 pp. 25¢.



☐ Welding Equipment in the Netherlands. 1965. 17 pp. 25¢.

Industry Surveys:

☐ *The Market for Automatic Vending Machines in Austria.* 1963. 40 pp. 25¢.
☐ *The Market for Automatic Vending Machines in the United Kingdom.* 1963. 36 pp. 20¢.
☐ *Market for Men's and Boys' Clothing in Western Europe.* 1964. 63 pp. 30¢.
☐ *The Copper Industry in the Soviet Union.* 1963. 8 pp. 10¢.
☐ *The Market for Costume Jewelry in West Germany.* 1963. 28 pp. 20¢.
☐ *The Market for Semiconductor Devices in West Germany and Italy.* 1964. 24 pp. 15¢.
☐ *The Market for U.S. Electronic Components in Western Germany and Berlin.* 1964. 45 pp. 50¢.
☐ *The Market for Selected U.S. Household and Commercial Gas Appliances in Selected Foreign Countries.* A series 1962-63. Pages vary from 2-10. 10¢ each. ☐ Australia; ☐ Austria; ☐ Belgium; ☐ Brazil; ☐ Cambodia; ☐ Canada; ☐ Chad; ☐ Colombia; ☐ Denmark; ☐ Egypt; ☐ El Salvador; ☐ Ethiopia; ☐ Finland; ☐ France; ☐ Greece; ☐ Honduras; ☐ Hong Kong; ☐ Iceland; ☐ Iran; ☐ Iraq; ☐ Ireland; ☐ Italy; ☐ Ivory Coast; ☐ Japan; ☐ Jordan; ☐ Lebanon; ☐ Malagasy; ☐ Mexico; ☐ Netherlands; ☐ New Zealand; ☐ Nicaragua; ☐ Panama; ☐ Paraguay; ☐ Peru; ☐ Philippines; ☐ Portugal; ☐ Senegal; ☐ Singapore; ☐ South Africa; ☐ Sweden; ☐ Switzerland; ☐ Thailand; ☐ United Kingdom; ☐ Venezuela; ☐ West Germany.
☐ *Development of the Japanese Photographic Products Industry, 9612.* 1963. 24 pp. 15¢.
☐ *The Market for Selected Photographic Products in the United Kingdom and France.* 1964. 27 pp. 15¢.

World Survey of Civil Aviation. A series.

☐ *Continental Europe and Ireland.* July 1965.
☐ *United Kingdom.* 1965. 16 pp. 15¢.

World Trade and Production

☐ *World Motor Vehicle Production and Registration, 1963-64.* 1965. 6 pp. 5¢.
☐ *World Motor Vehicle Production and Registration, 1962-63.* 1963. 7 pp. 5¢.
☐ *World Motor Vehicle Production and Registration 1961-62.* 1963. 7 pp. 5¢.

World Newsprint Supply-Demand. A series. Prepared by BDSA for House Committee on Interstate and Foreign Commerce, Washington, D.C., and issued as House reports. Free. Available from House Committee.

☐ *Outlook Through 1966.* 1964 (House Report No. 1899, 88th Congress, 2nd Session). 37 pp.
☐ *Outlook Through 1965.* 1963. (House Report No. 871, 88th Congress, 1st Session). 37 pp.
☐ *World Survey of Abrasive Products, 1957-62.* 1963. 30 pp. 20¢.

General Business Publications

☐ *Aluminum Fact Book.* 1963. 90 pp. 50¢.
☐ *Current Status and Commercial Potential for Radiation Preservation of Food.* 1965. 174 pp. 55¢.
☐ *Defense Materials System and Priorities.* 1961. *Reprinted 1965.* 32 pp. 25¢.
☐ *Engineers' Overseas Handbook.* 1965. 242 pp. $2.25.

Selected United States and Foreign-Language Marketing Terms and Definitions. A series of translations of selected United States marketing terms and definitions into five foreign languages. 40-43 pp. 1960. 20¢ each:

☐ English-French; ☐ English-German; ☐ English-Italian; ☐ English-Spanish; ☐ English-Swedish.
☐ *Iron and Steel Industrial Defense Planning Manual.* 1965. 36 pp. 30¢.
☐ *Size and Regional Trends for Pressure Pipe in Water and Sewage Systems.* 1965. 11 pp. 10¢.
☐ *The Laundry and Drycleaning Industry.* A study of problems and prospects. 1965. 94 pp. 35¢.
☐ *The Soviet Challenge to U.S. Machine Building.* 1963. 74 pp. 30¢.
☐ *Western Europe Standardizing Package Dimensions.* 1965. 8 pp. 10¢.

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——Basic Data on the Economy of Aden and the Federation of South Arabia. OBR 64-71. June 1964. 5 pp.

Afghanistan

——Basic Data on the Economy of Afghanistan. Part 1. No. 62-77. 6 pp. October 1962. (Superseded WTIS, Part 1, No. 58-7.)
——Import Tariff System of Afghanistan. Part 2, No. 62-47. 2 pp. September 1962. (Superseded WTIS, Part 2, No. 57-86.)
——Licensing and Exchange Controls. Afghanistan, Part 2, No. 61-48. 3 pp. August 1961. 10¢. (Superseded WTIS, Part 2, No. 57-117.)
See also Asia.

Africa (see also country listings)

——Market Profiles for Africa. OBR 65-43. 37 pp. August 1965.
——Africa: Sales Frontier for U.S. Business. A supplement to International Commerce; market study. 1963. 121 pp. $1.
——Market Indicators for Africa. Part 3, No. 62-20. October 1962. 12 pp. 20¢.
——Trade of the United States With Africa, Years, 1959-61 and Half-Years, July-December 1960-61. Part 3, No. 62-27. September 1962. 4 pp. 20¢.
——Trade of the United States With Africa. Years 1958-60, and Half-Years, Part 3, No. 61-27. August 1961. 4 pp. 20¢.

Algeria

——Basic Data on the Economy of Algeria. OBR 65-39. 16 pp. July 1965.
——Foreign Trade Regulations of the Republic of Algeria. OBR 64-122. November 1964. 8 pp. (Superseded WTIS, Part 2, No. 61-25.)

American Republics

——Market Profiles for the American Republics. OBR 65-55. 22 pp. August 1965.

Angola

——Preparing Shipments to Angola. OBR 63-85. 6 pp. April 1963. (Superseded WTIS, Part 2, No. 58-3.)
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——Basic Data on the Economy of Angola. Part 1, No. 61-73. 27 pp. December 1961. (Superseded WTIS, Part 1, No. 57-51.)

Argentina

——Market Information on Business Machiness in Argentina (BDSA). OBR 65-22. 5 pp. April 1965.
——Foreign Trade Regulations of Argentina. OBR 64-56. 8 pp. June 1964.
——Establishing a Business in Argentina. OBR 64-33. 20 pp. May 1964.
——Basic Data on the Economy of Argentina. OBR 63-84. 24 pp. March 1963. (Superseded WTIS, Part 1, No. 58-73.)

Asia and Oceania

——Market Profiles for the Near East-South Asia. OBR 65-37. 18 pp.
——Market Indicators for Asia and Oceania. OBR 64-45. 28 pp. June 1964.
——Trade of the United States with Southern, Southeastern, and Eastern Asia. Years, 1959-61 and Half-Years, July-December 1960-61. Part 3, No. 62-25. 4 pp. August 1962. 20¢.
——Trade of the United States With Southern, Southeastern and Eastern Asia. Years, 1958-60, and Half-Years, July-December, 1959-60. Part 3, No. 61-26. 4 pp. August 1961. 20¢.

Australia

——Patent, Trademark, Industrial Design & Copyright Protection in Australia. OBR 65-74. 7 pp. November 1965.
——Market Information of Electronic Products (BDSA). OBR 64-85. 5 pp. July 1964.
——Australia, Selling to. 36 pp. 1964. 30¢. A trade mission report.
——Basic Data on the Economy of Australia. OBR 63-38. 20 pp. March 1963.
——Establishing a Business in Australia. OBR 63-108. 16 pp. July 1963. (Superseded WTIS, Part 1, No. 60-49.)
——Foreign Trade Regulations of Australia. OBR 63-129. 11 pp. October 1963.
——Living conditions in Australia. OBR 63-11. 10 pp. January 1963. (Superseded WTIS, Part 2, No. 56-100.)

Austria

——Market Factors in Austria. OBR 65-51. 10 pp.
——Selling in Austria. OBR 64-70. 12 pp. June 1964.
——Foreign Trade Regulations of Austria. OBR 64-57. 7 pp. June 1964.
——Establishing a Business in Austria. OBR 63-99. 18 pp. April 1963. (Superseded WTIS, Part 1, No. 59-65.)
——Austria, Export to. 1963. 20 pages. 20¢.
——Anti-Dumping Legislation in Austria. OBR 63-81. 4 pp. April 1963.
——Pharmaceutical Regulations of Austria. Part 2, No. 62-31. 3 pp. June 1962. 10¢. (Superseded WTIS, Part 2, No. 56-116.)
——Basic Data on the Economy of Austria. Part 1, No. 62-83. December 1962. 15¢. (Superseded WTIS, Part 1, No. 56-61.)
See also Europe.

Bahamas

——Basic Data on the Economy of the Bahama Islands. OBR 64-38. 12 pp. July 1964.
——Import Tariff System of the Bahamas. Part 2, No. 61-40. 2 pp. June 1961. 10¢. (Superseded WTIS, Part 2, No. 58-81.)

Barbados

——Basic Data on the Barbados. OBR 64-68. 9 pp. June 1964.

Belgium

——Market Factors in Belgium. OBR 64-142. 14 pp. January 1965.
——Foreign Trade Regulations of Belgium-Luxembourg. OBR 64-26. 11 pp. April 1964.
——Basic Data on the Economy of Belgium. OBR 64-15. 18 pp. April 1964.
——Belgium, A Market for U.S. Products. A supplement to International Commerce. 60 pages. 1963. 45¢.
——Belgium, Export U.S. Products to. A supplement to International Commerce. 20 pages. 1963. 25¢. A trade mission report.
——Economic Developments in Belgium, 1962. OBR 63-75. 8 pp. March 1963.
——Establishing a Business in Belgium. OBR 63-113. 14 pp. August 1963. (Superseded WTIS, Part 1, No. 60-39.)
——Pharmaceutical Regulations of Belgium. Part 2, No. 61-74. 4 pp. November 1961. 10¢.
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Berlin

——*See* Germany.

Bolivia

——Foreign Trade Regulations of Bolivia. OBR 63-147. 7 pp. January 1964.
——Basic Data on the Economy of Bolivia. OBR 63-126. 11 pp. October 1963. (Superseded WTIS, Part 1, No. 60-6.)
——Food Regulations of Bolivia. Part 2, No. 62-57. 2 pp. October 1962. 10¢. (Superseded WTIS, Part 2, No. 57-98.)

Brazil

——Basic Data on the Economy of Brazil. OBR 64-75. 24 pp. June 1964.
——Establishing a Business in Brazil. OBR 63-149. 24 pp. February 1964.
——Foreign Trade Regulations of Brazil. OBR 63-150. 12 pp. February 1964.
See also section, U.S. Army Area Handbooks.

British Honduras

——Basic Data on the Economy of British Honduras. OBR 64-63. 8 pp. June 1964.

British Leeward Islands

——Basic Data on the Economy of the British Leeward Islands. OBR 64-16. 8 pp. April 1964.

British Pacific Islands

——Basic Data on the Economy of the British Pacific Islands. OBR 63-153. 23 pp. March 1964.
——Import Tariff System of the Fiji Islands. OBR 63-39. 2 pp. March 1963. (Superseded WTIS, Part 2, No. 57-47.)

British Virgin Islands

——Basic Data on the Economy of the British Virgin Islands. OBR 64-110. 5 pp. September 1964.

Bulgaria

——Basic Data on the Economy of Bulgaria. OBR 65-40. 12 pp. July 1965.
——Analysis of Bulgarian Foreign Trade, 1920-60. Part 1, No. 62-70. 5 pp. September 1962. 15¢.

Burma

——Basic Data on the Economy of Burma. OBR 63-162. 7 pp. February 1964.
——Import Tariff System of Burma. OBR 62-36. 2 pp. December 1962. (Superseded WTIS, Part 2, No. 58-73.)
——Doing Business With Burma. 36 pp. 1962. Free.
See also Asia

Burundi, Kingdom of

——Import Tariff System of the Republic of Rwanda and the Kingdom of Burundi. OBR 63-17. 2 pp. January 1963.

Cambodia

——Basic Data on the Economy of Cambodia. OBR 65-19. 12 pp. April 1965.
——Foreign Trade Regulations of Cambodia. OBR 65-2. 7 pp. January 1965.
See also Asia

Cameroon, Federal Republic of

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964. (Superseded WTIS, Part 2, Nos. 62-13, 59-65, 57-2, and 55-96.)
——Investment Law of the Federal Republic of Cameroon. OBR 62-32. 5 pp. December 1962.
See also Africa.

Canada

——Market Profiles: Western Europe and Canada. OBR 65-34. 20 pp. July 1965.
——Import Tariff System of Canada. OBR 63-10. 3 pp. January 1963. (Superseded WTIS, Part 2, No. 57-39.)
——Preparing Shipments to Canada. Part 2, No. 62-50. 20 pp. September 1962. 10¢. Superseded WTIS, Part 2, No. 60-3.)
——Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961-62. 1964. 3 volumes, 132 pages. 1964. 75¢ each. Available from Superintendent of Documents, Washington, D.C., 20402.

Central African Republic

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964. (Superseded WTIS, Part 2, Nos. 62-13, 59-65, 57-2, and 55-96.)
——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. August 1964.
——Basic Data on the Economy of the Central African Republic. OBR 63-161. 11 pp. February 1964.

Central America

——Trade and Invest in Central America. Scheduled for publication in July, 1965.

Ceylon

——Foreign Trade Regulations of Ceylon. OBR 64-116. 7 pp. September 1964.

——Basic Data on the Economy of Ceylon. OBR 63-90. 18 pp. April 1963. (Superseded WTIS, Part 1, No. 59-80.) *See also* Asia.

Chad

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964. (Superseded WTIS, Part 2, Nos. 62-13, 59-65, 57-2, and 55-96.)
——Basic Data on the Economy of Chad. OBR 64-53. 8 pp. May 1964.

Chile

——Basic Data on the Economy of Chile. OBR 64-138. 24 pp. January 1965.
——Foreign Trade Regulations of Chile. OBR 64-23. 8 pp. March 1964.
——Food Regulations of Chile. Part 2, No. 61-90. 4 pp. November 1961. 10¢.

Colombia

——Basic Data on the Economy of Colombia. OBR 64-35. 21 pp. April 1964.
——Foreign Trade Regulations of Colombia. OBR 64-3. 8 pp. January 1964.
——Colombia, A Market for U.S. Products. 1964. 64 pp. 50¢.
——Establishing a Business in Colombia. OBR 63-107, 16 pp. August 1963. (Superseded WTIS, Part 1, No. 58-76.)
See also section, U.S. Army Area Handbooks.

Congo, Republic of (Brazzaville)

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964. (Superseded WTIS, Part 2, Nos. 62-13, 59-65, 57-2, and 55-96.)
——Basic Data on the Economy of the Republic of Congo, (Brazzavile). OBR 64-100. November 1964.
——Investment Law of the Republic of Congo (Brazzaville). OBR 62-15. 10 pp. December 1962.
See also Africa.

Congo, Republic of the (Leopoldville)

——Basic Data on the Economy of the Democratic Republic of the Congo (Leopoldville). OBR 65-50. 11 pp.
——Foreign Trade Regulations of Republic of the Congo (Leopoldville). OBR 64-61. 5 pp. June 1964. (Superseded OBR 63-82 and WTIS, Part 2, No. 62-38.)
See also Africa.

Costa Rica

——Basic Data on the Economy of Costa Rica. OBR 63-158. 17 pp. April 1964.
——Foreign Trade Regulations of Costa Rica. OBR 63-155. 8 pp. December 1964.

Cuba

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——Basic Data on the Economy of Cyprus. OBR 63-16, 14 pp. January 1963. (Superseded WTIS, Part 1, No. 57-70.)
——Doing Business in Cyprus and Israel, 31 pp. 1962. 25¢. Trade mission report.
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Czechoslovakia

——Foreign Trade of Czechoslovakia. OBR 64-8. 5 pp. March 1964.
——Basic Data on the Economy of Czechoslovakia. OBR 62-27. 18 pp. December 1962.

Dahomey, Republic of

——Foreign Trade Regulations of the West African Customs

Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 11 pp. June 1964.
——Basic Data on the Economy of Dahomey. OBR 64-36. 9 pp. May 1964.
——Investment Law in the Republic of Dahomey. OBR 63-104. 11 pp. August 1963.

Denmark

——Foreign Trade Regulations of Denmark. OBR 65-32. 8 pp. June 1965.
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See also Europe.

Dominican Republic

——Basic Data on the Economy of Dominican Republic (map included). OBR 64-80. 22 pp. June 1964.

East Africa

——East Africa, Do Business in Kenya, Tanganyika, Uganda. 49 pp. 1963. 35¢. Trade mission report.
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——Basic Data on the Economy of Ecuador. OBR 64-74. 10 pp. June 1964.
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Egypt

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El Salvador

——Basic Data on the Economy of El Salvador. OBR 63-145. 23 pp. January 1964.
——Foreign Trade Regulations of El Salvador. OBR 63-109. 7 pp. July 1963. (Superseded WTIS, Part 2, No. 59-29.)

Ethiopia

——Basic Data on the Economy of Ethiopia. OBR 63-117. 19 pp. August 1963. (Superseded WTIS, Part 1, No. 58-11.)
——Establishing a Business in Ethiopia. OBR 62-42. 10 pp. December 1962. (Superseded WTIS, Part 1, No. 59-16.)
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——Import Tariff System of Ethiopia. Part 2, No. 62-4. 2 pp. January 1962. 10¢. (Superseded WTIS, Part 2, No. 56-94.)
——Preparing Shipments to Ethiopia. Part 2, No. 62-3. 4 pp. January 1962. 10¢. (Superseded WTIS, Part 2, No. 57-20.)
See also Africa as well as section. U.S. Army Area Handbooks.

Europe

——U.S. Trade with European Free Trade Association, 1959-1963. OBR 64-103. 27 pp.
——U.S. Trade with European Economic Community, 1962-63. OBR 64-80. 28 pp.
——Market Profiles: Western Europe and Canada. OBR 65-34. 20 pp.
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——Trade of United States, Western Europe, Canada & Japan in Manufactured Products, 1961-62. 1964. 3 volumes. 132 p. 1964. 75¢ per volume.

European Economic Community

——Trade of the United States With the European Economic Community and the United Kingdom, 1956-60. Part 3, No. 62-8. 20 pp. March 1962. 20¢.
——The Common Market. Reprints from International Commerce and Foreign Commerce Weekly, 1958-64. 43 pp. 50¢. For sale by U.S. Department of Commerce, Washington, D.C., 20230.

Far East

——Market Profiles for the Far East. OBR 65-12. 15 pp. March 1965.

Fiji Islands

See British Pacific Islands.

Finland

——Foreign Trade Regulations of Finland. OBR 64-132. 8 pp. January 1965.
——Basic Data on the Economicy of Finland. OBR 64-19. 15 pp. April 1964.
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Formosa

See Taiwan.

France

——The Market for U.S. Scientific, Industrial and Technical Instruments & Equipment in France. (BDSA). OBR 65-78.
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French Guiana

——Basic Data on the Economy of French Guiana. OBR 64-111. 6 pp. September 1964.

Gabon, Republic of

——Foreign Trade Regulations of the Equatorial Customs Union (Central African Republic, Republics of Chad, Congo, Gabon) and Cameroon. OBR 64-98. 11 pp. September 1964. (Superseded WTIS, Part 2, Nos. 62-13, 59-65, 57-2, and 55-96.)
——Basic Data on the Economy of Gabon. OBR 63-125. 13 pp. October 1963. (Superseded WTIS, Part 1, No. 59-73.)
——Investment Law in the Republic of Gabon. OBR 62-20. 10 pp. December 1962.

Gambia

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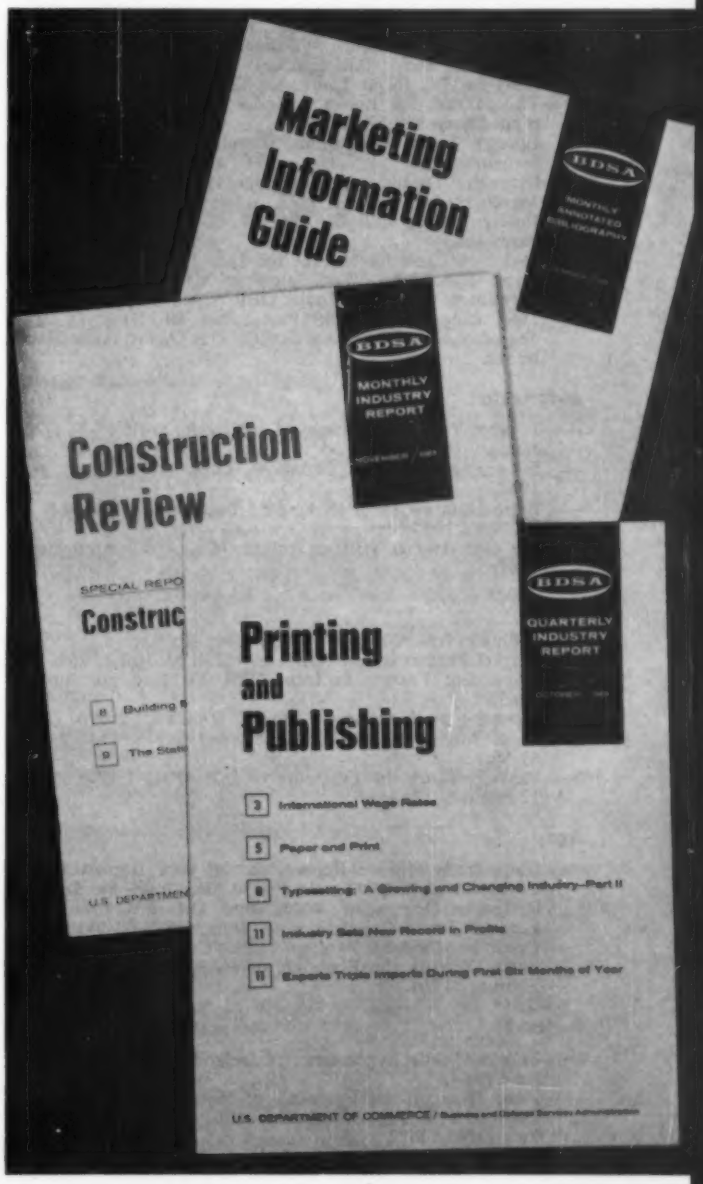

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Somaliland, French

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Upper Volta, Republic of

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French wood imports may rise in '66

Imports will continue to grow awaiting reforestation program

The French Minister of Agriculture says he expects France's annual imports of wood to rise from their present 200 million cubic feet to 500 million cubic feet by 1970, unless a massive reforestation program is undertaken. Such a level of imports would be necessary to satisfy the rising French consumption of wood, pulp and paper.

The Minister said the Government hopes to increase reforestation from 156,000 acres to 300,000, or perhaps even 370,000 acres annually, in order to boost the total forested area from 26 to 37 million acres over a period of 50 years.

Until this long-term French reforestation program is fully implemented, U.S. exports of forest products to France, which increased substantially in recent years, should continue to benefit from the rising French demand.

Principal U.S. forest products imported by France include paper pulp, paper and paperboard, and softwood lumber such as Oregon pine, pitch pine, spruce and hemlock.

Paper pulp sales up

French imports of U.S. paper pulp rose from $13 million in 1962 to $15.7 million in 1963, and reached $17.7 million in 1964 (cubic volume data are not available). U.S. share of total French imports in this category stood at close to 13% during these three years.

Imports of U.S. paper, paperboard and manufactures showed sustained gains during the same period, increasing from $4.5 million in 1962 to $6.8 million in 1964 and climbing to $10.4 million in 1964. The U.S. share of this French import market averaged about 7%.

Imports of U.S. lumber and wood products rose from $4.9 million in 1962 to only $5 million in 1963, but reached $6.9 million in 1964. U.S. share of the French imports of this category fluctuated at slightly above 3%.

During the first half of 1965 U.S. sales of lumber and wood products to France declined by some $700,000 compared with January-June 1964, whereas sales of paper and paper products advanced by an equivalent amount. There was only an insignificant drop in French imports of U.S. paper pulp.

Prospects for higher U.S. sales of lumber, wood products, pulp, paper and paper products appear good, as the French economy is slowly regaining its vitality after a temporary loss of momentum in 1965.

Ghana announces import licensing procedures for 1966

Import licensing procedures for 1966, including a list of items for which licenses will be issued only under special circumstances, were announced in a recent edition of the "Ghana Commercial and Industrial Bulletin."

Three types of licenses, Open General Licenses, Specific Licenses, and Special Unnumbered Licenses, will be provided.

Imports of items covered by the Open General License require no special written authority and include personal effects, samples, certain gifts, and single copies of printed matter.

Specific licenses are required for all items not covered by the Open General License, and will be issued on the basis of foreign exchange available.

Where no transfer of foreign exchange is involved, goods which require Specific Import Licenses can be imported under Special Unnumbered Licenses.

License applications for prohibited goods will be considered only in instances of inadequate local production or urgent requirement of commodities for State projects.

For a list of these items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Netherlands will revise mineral exploration law

The Netherlands Government has submitted a bill to the Second Chamber of Parliament which will radically change the rules governing on-shore drilling, now governed by the Mining Law of 1810.

Under the present law, on-shore exploration can be undertaken anywhere, with no permission necessary other than that of the landowner. Under the new bill, however, exploration will be allowed only by consent of the Ministry of Economic Affairs.

Permits will define the concession areas in which a specified mineral may be sought; they will be valid for only a specified period of time. As far as possible, concessions will be restricted to single geological structures. The law will be retroactive to Dec. 15, regardless of the date of promulgation.

This bill is designed to put an end to such problems as competing companies drilling immediately next to each other and filing applications for overlapping development concessions.

If the bill is passed, as is likely, on-shore exploration regulations will be comparable to those governing off-shore exploration, as spelled out in the recently-enacted Continental Shelf Mining Law (INTERNATIONAL COMMERCE, Oct. 11, 1965).

Syrian Government considers construction of two hotels

The Government of Syria is reported to be interested in discussing with an experienced U.S. hotel chain operator the construction and management of two new first class tourist hotels, one in Damascus and the other in Aleppo.

Write: Ministry of Planning, Damascus, Syrian Arab Republic.

Air cargo booklet

Japan Air Lines has published a reference brochure designed to inform businessmen of the basic methods, laws, forms and procedures of international air cargo shipping.

The *International Folio of Air Cargo* contains instructions for completing customs clearance documents, airway bills, packing lists, insurance certificates and letters of credit. Also included are basic facts and proven labor-saving methods for cartage, addressing, packaging, cargo rates and charges.

Completing the file folder is a glossary of most-used air cargo terms, to aid in interpreting and understanding the folio's various air cargo regulations and forms.

For copies of the ten-page brochure, in file folder format, **write:** American Region Cargo Service Dept., Japan Air Lines, 240 Stockton St., San Francisco, California 94108.

$102 million Alliance program will aid Colombian development, finance imports of U.S. products

AID will provide lists of Colombian importers who normally deal in commodities eligible for financing under the loan

The United States and Colombia have signed a new Alliance for Progress Loan Program which will provide Colombia with $102.5 million for economic and social development during the next year.

Its major components:

- $65 million from the Agency for International Development (AID) to finance Colombian imports and related services from the U.S.;
- $10 million in Food for Peace commodities under Title IV of the Public Law 480 Program;
- $15 million from the Export-Import Bank under the medium-term guarantee and insurance program for U.S. exports;
- $12.5 million in an exchange agreement which the U.S. Treasury is prepared to negotiate with Colombia.

For the first time in connection with an AID loan, the standard "small business notification" procedure will be replaced by an alternative system which is designed to provide more timely and useful information to U.S. exporters wishing to take advantage of the AID loan; AID will provide lists giving the names and addresses of Colombian importers who normally import the specific items eligible for financing under the loan.

These items fall within the broad general categories given here:

Automotive parts: car, truck, bus, crawler tractor, and earthmoving equipment, motors, parts and accessories; machinery and equipment parts; pigments and solvents; organic and inorganic chemicals; synthetic resins and fibers; essential oils.

Surface active agents; pulp and paper; lubricants, paraffin, and some other petroleum derivatives; tallow; abrasives, glass, pencil leads and slates; naval stores; trucks and cars for local assembly; crawler tractors.

Iron and steel pipe and tube and fittings; iron and steel structural shapes; valves (iron, steel, copper, brass); hand and small power tools, welding equipment; small electrical equipment and fractional h.p. motors; machine tools (metal working); earthmoving equipment.

U.S. exporters wishing to participate in this program should obtain AID Procurement Information Bulletin 65-1, which identifies the specific goods eligible for AID financing. This will show U.S. exporters which list of Colombian importers to order from AID. The Bulletin as well as lists of Colombian importers may be obtained from: Office of Small Business, Agency for International Development, Washington, D.C. 20523.

U.S., Canada sign agreement updating tariff concessions

The U.S. and Canada have signed an agreement which officially incorporates the trade agreement concessions the U.S. had previously granted Canada into the revised Tariff Schedules of the United States (TSUS). The agreement also grants new concessions to replace ones impaired by bringing the revised TSUS into force.

The negotiation with Canada was one of some 30 authorized by the Tariff Classification Act of 1962 to bring U.S. tariff concessions made under the General Agreement on Tariffs and Trade and in bilateral trade agreements into conformity with language of the revised TSUS.

The change from a tariff based on the Tariff Act of 1930 to a tariff based on the Tariff Classification Act of 1962 (recently amended by the Tariff Schedules Technical Amendments Act of 1965) resulted in many incidental rate changes.

On the whole reductions offset increases, but for Canada there were more rate increases than decreases, and compensatory U.S. tariff reductions were required.

Rate reductions on these concessions will be staged at one year intervals for a period of 4 years beginning Jan. 1, 1966.

The following list of items, by TSUS number and brief description, shows the initial and final concession rates granted Canada under the agreement:

202.54 Softwood lumber and siding and hardwood edge- or end-glued each not over 6 ft. in length or over 15 in. wide, 9% ad val.—5% ad val.; 245.30 Hardboard not face finished, 28% ad val.—20% ad val.; 245.90 Laminated boards of vegetable or wood fiber bonded or impregnated with synthetic resins, 4% ad val.—2.5% ad val.;

253.20 Paper creped as a converting process, 1.35¢ lb.—3% ad val.—0.75¢ lb. —2% ad val., 418.94 Iron sulfide (pyrites) and sulfate (ferrous copperas), 9% ad val. —5% ad val.; 419.76 Nickel chloride, oxide and sulfate, 9% ad val.—5% ad val.;

420.54 Selenium dioxide and salts, 9% ad val.—5% ad val.; 513.34 Limestone, chips and spalls, crushed or ground, 18¢ short ton—10¢ short ton; 607.50 Ferrosilicon containing 8 but not over 60% silicon, 0.76¢ lb.—0.6¢ lb., on silicon content;

607.51 Ferrosilicon containing over 60 but not over 80% silicon, 0.92¢ lb.—0.6¢ lb., on silicon content; 646.92 Padlocks, cabinet locks, luggage locks, 18% ad val.—15% ad val.; 652.98 Door and window frames, columns, pillars, posts, beams, girders, etc., of iron or steel, 17% ad val.—9.5% ad val.;

660.10 Steam and other vapor generating boilers (except central heating) and parts, 13% ad val.—11% ad val.;

660.22 Apparatus for generating acetylene gas from calcium carbide, 13% ad val.—11% ad val.; 661.20 Air conditioning machines, 11% ad val.—9.5% ad val.; 668.04 Bed plates, roll bars, and other stock-treating parts for pulp or paper machines, 12% ad val.—7% ad val.;

680.22 Taps, cocks, valves, etc. of copper, 20% ad val.—11% ad val.; 680.50 Pulleys, pillow blocks, shaft couplings, and parts thereof, 17% ad val.—9.5% ad val.; 680.54 Chain sprockets, clutches, universal joints and parts, 17% ad val.—9.5% ad val.;

685.42[1] Radio-television-phonograph combinations, 14% ad val.—10% ad val.; 692.60 Vehicles (including trailers), not self-propelled, n.s.p.f. and parts, 14% ad val.—8% ad val.;

694.60 Aircraft and spacecraft parts, 9% ad val.—7.5% ad val.; 734.20 Game machines, including coin or disc operated, and parts, 11% ad val.—9% ad val.

[1] New item carved out of existing TSUS item 685.50.

France allocates $200 million to modernize industry

The French Government has now identified the industries which will receive the proceeds of the $200 million bond issue floated last October for modernization and reorganization of French industry.

The steel industry will get the lion's share, $60 million, for various plant modernization and structural reorganization projects.

Over $30 million will go to the automobile industry to facilitate Citroen's investment program ($20 million), enlarge Renault's farm tractor export capacity ($4 million) and Berliet's trucks and trailers production ($5 million), and provide funds for the merger of the tractor manufacturer Richard Continental and Renault's truck division, Saviem ($2 million).

The chemical industry will be granted $25 million for a new ammonia fertilizer plant ($17 million), a new vinyl chloride plant ($4 million), and extension of the Rhone-Alpes petrochemical installation at Feyzins ($4 million).

Funds to utilities

The big public utilities, Electricite de France and Gaz de France, will receive $20 million and $12 million, respectively, to carry out their 1965 investment program.

Nearly $25 million is earmarked for financing investments in the mechanical and electrical equipment industry and for reorganization and mergers in the electronic equipment industry.

Funds will also be disbursed for revision of the wholesale trade structure, for loans to medium and small enterprises, and for projects of the food processing industry.

The national bond issue, with terms of 15 years at 5.5%, was floated by the government to mobilize private savings for industrial investment. The proceeds are being relent at 5.75% for periods varying according to the projects financed.

In addition to its $60 million share of the Government loan, the steel industry will realize $55 million from a loan floated in October by the industry's financing institute, Groupement de l'Industrie Siderugique. Combined proceeds of the two loans will approximately duplicate the industry's receipts from its 1964 bond issue.

South Africa clarifies duty value formula

The formula for determining value for duty purposes of imported goods has been clarified by a memorandum issued by the South African Department of Customs and Excise.

Under the Customs and Excise Act of 1964, the f.o.b. contract price to the importer as stated on the invoice is normally accepted as the value of the goods except in cases where the domestic value in the country of origin is higher. This is a departure from previous practice where the domestic value was the starting point and will considerably reduce delays due to overseas investigations.

In this context f.o.b. price refers to the full cost of the goods to the final purchaser in the trade, including cost of placing the goods on board ship, and commissions of any nature. Domestic value is considered to be the wholesale marketing price in the country of origin plus the cost of placing the goods on board ship, the extra cost of export packing, and all f.o.b. charges, excluding only bank charges.

The new value formula applies to all imports and replaces the former practice of using three different adaptations of the basic value concept, one for duty purposes, another for anti-dumping purposes, and a third for tariff classification purposes.

The memorandum further points out that foreign suppliers should indicate the gross prices on the invoice and specify the exact nature of any discounts allowed to South African importers, since "unclassified discounts" will be disallowed.

For a copy of the complete memorandum on a loan basis, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

SHOW U.S. GOODS ABROAD

The U.S. Department of Commerce will stage seven commercial exhibitions of U.S. products overseas during the first half of 1966 to help U.S. manufacturers take advantage of sales opportunities in international markets.

Indonesia announces rupiah revaluation

Indonesia has announced a revaluation of its currency which makes one rupiah of the new currency equal to 1,000 rupiah of the old.

The Government has not yet designated any new foreign exchange conversion rates but presumably these will be reduced to accord with the new rupiah' value.

While the revaluation became effective immediately, the old currency will be retired over a six-month period. The old 5,000 rupiah and 10,000 rupiah notes (the latter the highest denomination in circulation) will be invalid after one month; notes of 100 rupiah to 5,000 rupiah will be invalid after three months; and all remaining old currency invalid at the end of six months. The new rupiah is valid in West Irian, with one West Irian rupiah equal to the new Indonesian rupiah.

The rapid rise in prices in Indonesia and the increase in money supply have created problems in the physical handling of the large note issue. The move will effect convenience in handling as well as economies in the printing of money as the number of notes in circulation is reduced. While it has caused some temporary confusion in the trading community the public is expected to adjust quickly to the new situation.

India eases industrial expansion restrictions

In a move to encourage expansion in several key industries, the Government of India has enacted new measures to reduce restrictions on industrial expansion.

Sulphuric acid manufacturers now can produce alums and dyes, and refractories firms may diversify within their licensed capacity.

Engineering goods producers are allowed to diversify provided the new items are not on the banned list or reserved for the small-scale industry sector, and that the production of items already produced is not reduced.

In all cases the expansion must occur in high priority items, and must utilize domestically available materials and equipment rather than imports.

Diamond mining concession in Congo offered U.S. firms

Government to give special foreign exchange advantages to companies applying for permits

The Kundelungu area of South Katanga province, 120 kilometers north of the city of Elisabethville, shows diamond-bearing kimberlite and alluvial deposits, according to the Congolese Ministry of Mines.

Existence of the deposits has been known at least since 1908, but the results of preliminary field work were inconclusive and no exploitation was undertaken. According to the Ministry, however, modern methods of geophysical prospecting may make it worthwhile to resume prospecting in the area.

The Ministry of Mines would welcome inquiries from U.S. mining companies, especially those with aerial photographic capabilities, to discuss concessions.

The Congolese Government will offer special foreign exchange and other advantages to a company or companies applying for permits to explore for diamonds in the Kundelungu area. The terms of these advantages will be determined by negotiation.

Industrial diamonds presents

According to the Ministry, 28 kimberlite pipes have been located, eight of which were investigated after 1908. The results of the investigations indicated that diamonds are definitely present in the Kundelungu area; and that the diamonds are of industrial grade.

However, the early field investigators left open the question as to whether the Kundelungu deposits were commercially exploitable, and it still remains to be seen whether the tenor of the deposits warrants investment in production facilities.

Write: H. E. Alexis Kishiba, Minister of Lands, Mines and Energy, Central Government, Democratic Republic of the Congo, Leopoldville-Kalina, with an information copy of all correspondence to Dr. Luciano Mori-Ubaldini, Principal Advisor for Mines and Natural Resources, UNTAB, P.O. box 7248, Leopoldville.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

CHEMICALS, PHARMACEUTICALS

Manufacturer of chemical and pharmaceutical products (alkaloids, bismuth salts, iodine) seeks licensing rights on analozous products.

Write: Etablissements Roques, 80 rue Ardoin, St-Ouen (Seine), France. WTD.

EQUIPMENT, ACCESSORIES

License sought for manufacturing small size equipment and accessories for the textile, packaging, plastics processing or metal printing industries.

Write: Handelsonderneming Mevotex, 18 Schiestraat, Enschede, Netherlands. WTD.

PERFUMES, COSMETICS

Licensing arrangements sought with U.S. firms for the production of perfumes and all kinds of cosmetics and toilet preparations by manufacturer of perfumery articles and cosmetics interested in adding additional U.S. lines.

Write: Laboratoires Andral S.A., 38 Rue du Luxembourg, Brussels, Belgium. WTD.

Brazilian component firm seeks license

A Brazilian manufacturer of electrical components for high tension lines seeks a license from well established U.S. firm to produce a number of items.

Products needed include outdoor single, double, and vertical break air switches 138 kv. and up; high speed grounding switches, all tensions; lightning arresters; reclosers 15 kv. and up to 69 kv.; oil switches of one, two and three poles up to 15 kv.; fuse links of all kinds for open fuse cutouts; and all kinds of split-bolt connectors. Technical assistance is to be provided by U.S. collaborator as needed.

The firm is part of the "Granada Group" which includes several industries all with plants in or near the city of Sao Paulo. According to the company, the market for electric power is growing fast and high priority has been given by the Government for new power plants.

It is suggested that interested U.S. firms familiarize themselves with Brazil's Foreign Investment Law covering remittance of profits before contacting the Sao Paulo firm.

An English language copy is available without charge by requesting Brazilian Foreign Investment Law, Decree 55762 from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For detailed information concerning this investment opportunity, **write:** Barreto-Keller Industrias Electricas Ltda., Rua Cons. Nebias 1245, Caixa Postal 1813, Sao Paulo, Brazil, c/o Fernando Manoel M. Reis. WTD.

STEAM BOILER

Licensees are sought for U.S. production of a German developed small steam boiler for use in dry cleaning, food processing and other establishments where high temperature, high pressure steam is needed quickly and in controllable quantities. The firm, which exports over 40% of its boilers, reports that its boiler can be mass produced.

The name and address of this firm is available from the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, by referring to File number 1330-R.

Marble industry in Pakistan studied

Opportunities exist for profitable investment in Pakistan's marble industry, according to "Prospects for the Marble Industry in Pakistan," a 62-page study prepared by Pakistan's Investment Advisory Center.

This is the first of a series of such studies designed to provide a portfolio of investment opportunities in various Pakistan industries.

The report notes that Pakistan has large deposits of different types of marble which have been exploited on a small scale since their discovery. Large scale exploitation began after 1955 with establishment of a few factories. Extensive new deposits of marble have, however, recently been discovered in Azad Kashmir, although their quality for commercial exploitation has yet to be determined.

Covered in the study are the structure of Pakistan's marble industry, its output, sources of raw materials, present and expected domestic consumption, and exports. Information is also provided on production costs, transport problems and foreign competition.

For a copy of the study and additional information, **write:** Investment Advisory Center of Pakistan, Farid Chambers, Victory Rd., Karachi, Pakistan.

Cement mixer, equipment venture proposed in Honduras

A Honduran firm, operating a foundry and heavy equipment repair shop on the outskirts of San Pedro Sula, seeks a joint venture to expand into the manufacture of 3.5 cu. ft. and 6 cu. ft. cement mixers, corn shellers, small sugar cane grinding mills and simple tools for use in agriculture and construction.

The Swiss manager of the firm states that the project has excellent possibilities for success since there is no competition in Honduras.

The volume of business during the first year of operation is estimated at $300,000 to $400,000. In addition, the firm reports that it has a concession from the Honduran Government under the Industrial Development Law that allows it to import raw materials and machinery free of duty for 10 years and gives exemption from income taxes for five years.

Cost studies, a market survey and technical assistance are asked of a potential partner. The Honduran firm is willing, however, to consider any reasonable offer as regards joint venture arrangements.

Write: Instalaciones Industriales Mako, S.A., P.O. box 175, San Pedro Sula, Honduras. WTD.

Malaysia seeks tenders for prospecting mining

The offshore areas of Malacca indicate rich deposits of oil, tin and other minerals.

The areas which are believed to contain minerals and oil worth millions of dollars are within the Malaysian territorial waters, three miles from the Malacca Coast.

Tenders are now being invited for licenses for prospective areas, subsequently to be mined by interested mining companies incorporated in Malaysia.

The entire 60 miles of the coast stretching three miles into the sea, covering an area of approximately 180 miles, has been earmarked for offshore drilling and mining.

The Commissioner pointed out, however, that in considering tenders, applications of Malaysian firms will be given priority, adding, " . . . if there is no application from any of the local mining companies, the foreign applications will be considered." As the cost of prospecting in the offshore areas is expected to be quite substantial, local firms will be permitted to join up to operate on a joint venture basis.

Contact to be made through the Commissioner of Lands and Mines in Malacca.

LICENSING, CROSS-LICENSING

Manufacturer of automatic cable handling equipment, electrical sliprings, special purpose electro-mechanical equipment, would like to expand its activities by means of a licensing and/or cross-licensing arrangement with a U.S. manufacturer of similar products. Items of particular interest would be completely mechanical or electro-mechanical in nature and would sell within a price range of approximately $350 to $1500 per unit.

Write: Malcolm Cross Developments, Ltd., Cross St., Beeston, Nottingham, England.

Sao Paulo producer wants joint venture

A Brazilian manufacturer of industrial glues, putties, lacquers and varnishes seeks licensing and technical know-how agreements with an experienced U.S. firm to make special paints and varnishes of epoxy resin, waterproof compounds for the construction industry and shipyards; special glues for shipyards; plastic caulking putty for the automotive industry and shipyards, and adhesive and insulating tapes.

Although a relative newcomer in the field, the firm is reported to be currently producing over 800,000 liters a year and is planning a production increase involving the purchase of additional machinery and equipment.

The local market is reported good for high quality products, particularly specialized glues and adhesives. Competition is sharp, however, on the other products.

It is recommended that U.S. firms considering this proposal familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Sao Paulo firm.

An English language copy can be obtained without charge by requesting "Brazilan Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further details on this licensing opportunity, **write:** Domingas Frugali, Caixa Postal 19.046, Sao Paulo, Brazil.

SPIRIT EQUIPMENT

A British public company employing 2,000 people with subsidiary companies and branches throughout the United Kingdom selling beer and spirit dispensing equipment, bar fittings, canteen and kitchen equipment and furniture is seeking new products of a similar nature for manufacture under license.

Write: Gaskell & Chambers, (Holdings), Ltd., Dalex Works, Coleshill St., Birmingham 4, England.

NON-FERROUS METAL PARTS

License sought to make non-ferrous metal parts for various industries.

Write: Fonderies de la Haine, S.A., 535 Cahussee, Haine St. Pierre, Belgium.

Honduran businessman wants housing venture

A businessman in British Honduras requests a joint venture to develop a suburban housing project.

The site of the development is a 260 acre sub-division, 15 miles west of Belize City, known as Tropical Park, which is presently the location of a new $50,000 country club.

An investment of $70,000 is asked of U.S. partner which will provide a one-half interest in Tropical Park. In addition, the partners would then jointly invest $50,000 each to finance the erection of 14 homes at a cost of $7000 each. It is reported that the homes can be sold for $9100 to $10,-500 each, including the lots, on terms of 10% down and the balance in 20 years at 8% interest.

It is planned that future development capital would come out of profits, be raised by the sale of bonds or through loans against assets, if possible, and neither partner would be required to invest fresh capital except by mutual consent.

Write: Emery King, P.O. box 107, Belize City, British Honduras. WTD.

Finnish canned foods producer wants license

A Finnish manufacturer of canned foods seeks a license to expand its product line of canned food items with consideration given to the addition of a brand of pet foods.

The company, established in 1952, has a production staff of about 600 with a sales force of 40 covering Finland and Sweden. It welcomes inquiries from interested U.S. manufacturers and will give serious consideration, also, to a joint venture designed to produce well known U.S. trade name canned goods in Finland.

Write: Saarioinen Oy, Vuolteenkatu 15, Tampere, Finland. WTD.

Mexican manufacturer seeks U.S. partner

A Mexican manufacturer of deep well centrifugal water pumps and metal cutting engine lathes is interested in a joint venture arrangement with a U.S. firm or individual to assist in a projected five-year schedule of production and sales.

The company, established in 1957 by a group of Spanish engineers on the outskirts of Torreon, now has approximately 100 employees most of whom have been trained by the firm itself.

In 1964, the company reported sales of $320,000 and expects to manufacture and sell approximately 100 engine lathes in 1965. An investment of $240,000 asked of U.S. partner along with technical assistance.

Write: Industrial Lagunera, S.A., Apartado Postal No. 355, Torreon, Coahuila, Mexico. WTD.

LIGHTING EQUIPMENT

Manufacturer of industrial safety torches, handlamps, portable fluorescent handlamps, railway signalling lamps, small battery operated fluorescent fittings is interested in a licensing arrangement that would add to this range of portable lighting equipment, or any complementary line.

Write: Bardic, Ltd., Bond St., Northam, Southampton, Hampshire, England. WTD.

ROAD SIGNALING GEAR

License sought for the production of road signaling equipment and brake assemblies, axles, suspension and coupling equipment for railroad and for heavy-duty trucks and trailers.

Write: International Brake & Rectifier Co. S.A., 6 Rue des Anciens Etangs, Brussels, Belgium. WTD.

IRON CASTINGS

Licensing rights sought for mass produced iron castings of mechanical grade, cast iron tubing, fittings and flanges, heating equipment, grating, building hardware and decorative castings.

Write: Fonderies Chokier S.A., 100, Rue des Usines, Hautmont, Nord, France. WTD.

GARBAGE DISPOSAL UNITS

Manufacturer of small electric motors for washing and sewing machines is interested in arranging licensing agreements for the production of garbage disposal units to be installed under kitchen sinks.

Write: Constructions Electriques Super S.A., 8 rue des Souers de la Charite, Tournai, Belgium. WTD.

FIBER GLASS PRODUCTS

Manufacturer of cotton wool for quilting is interested in making licensing arrangements for the production of articles in stratified fiber glass and especially products for insulating purposes.

Write: Ouatin S.P.R.L., 252 Chaussee de Ninove, Brussels, Belgium. WTD.

Sao Paulo firm desires licensing arrangement

A Sao Paulo firm seeks a licensing arrangement to make air flow separators for powdered minerals, and water flow separators and filters for such fine powdered materials as soot, zinc oxide and cement.

The company manufactures turbo blowers, ventilating fans, conveyers, separators, furnaces, ovens and radiators. It would welcome discussing any proposal made by a U.S. firm which might lead to a mutually beneficial arrangement.

Interested U.S. firms are advised to familiarize themselves with Brazil's Foreign Investment Law covering the remittance of profits before contacting the Sao Paulo firm.

An English language copy can be obtained without charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230. For further information, **write:** Ventiladores Bernauer S.A., Caixa Postal 5536, Sao Paulo, Brazil. WTD.

HAIRDRESSING PREPARATIONS

Manufacturer of cosmetic aerosols, technical aerosols, shampoo and foam bath products is interested in being licensed by U.S. companies for the manufacture of hairdressing preparations, perfume and toilet articles.

Write: Embrica-Kosmetik GmbH & Co. KG, 424 Emmerich/RH. Germany. WTD.

SMALL PRECISION MACHINERY

Manufacturer of arms and ammunition seeks U.S. financial participation in his firm for extension of present activity and/or peace-time production such as small precision machinery, tools and equipment.

Write: MECAR—Societe Anonyme Belge de Mecanique et d'Armement, 4 Rue de la Chancellerie, Brussels, Belgium. WTD.

CASTINGS

License sought for the manufacture of castings, mass production; castings for Sanslinger molding; refractory castings; equipment for public works enterprises; and brake-drums for trucks and automobiles.

Write: Chaudronneries et Foneries de Mariemont S.A., 36 Rue de la Poterie, Haine St. Pierre, Belgium. WTD.

Prequalification bids sought by Saudi Arabia for road construction

The Saudi Ministry has issued invitations to interested contractors to submit prequalifications to bid on the construction and paving of approximately 69 miles of the Medina-Khaybar road and about 62 miles of the Medina-Jidda road. The Medina-Khaybar road was designed by the U.S. engineering firm of Wilson-Murrow, Inc. and the Medina-Jidda road by a German firm, Andreas Wagner.

Contractors who have previously submitted their information are exempt. Jan. 8 is the deadline for other interested firms to submit their detailed qualifications and required experiences to the Ministry Office, Riyadh.

Tender documents are available after January 8 and through the 16th only upon payment of $444.44 for each road project.

The deadline for bid submission is Feb. 5, accompanied with the bidder's deposit of $1,111.11 either in cash or in the form of a bank guarantee. The deposits of the unsuccessful bidders will be refunded after the bids have been opened Feb. 6th and 7th.

In case of any financially and technically equal bids, the Ministry will prefer a firm associated with one of their local firms.

Iraq to build a lead acid battery plant; seeks bids

The Directorate General of Passenger Transport Service, Baghdad, is inviting bids for the construction of a complete plant for lead acid (dry charge) batteries for automotive and traction, with a capacity of 60,000 units annually and with the ability to produce 100,000 units annually.

Bid deadline is April 10.

Terms and specifications are available from the Directorate General (above address) for $28, plus airmail charges; or on a short term loan basis, to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated December unless noted otherwise.

American Firms, Subsidiaries and Affiliates—New Zealand.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Republic of South Africa, Nov.

Laundry and Dry Cleaning Industry—Costa Rica.

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Netherlands Antilles.

Metallurgical and Metal Working Plants—Guatemala.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—The Netherlands, Nov.

State Trading Organizations—Guinea.

Colombia invites two part bids for materials needed for NARE hydroelectric job

A branch of Colombia's Municipal Government invites two bids for NARE hydroelectric project materials.

Jan. 17, 1966 is the bid deadline for interested companies to submit their bids, written in Spanish, to Empresas Publicas de Medellin, Seccion de Importaciones, Edif. Miguel de Aguinaga, Apartado Aereo 621, Medellin, Colombia.

Terms and specifications on both contracts are available, free of charge, from the above authority.

Part I, tender No. 031/12/65 invites bids to supply the following: 7,500 rock bolts; 7,500 steel bearing plates for groutable rock bolts; 150 rock bolt couplings; and 1,500 bevel washers for 1 inch diameter rock bolts.

Part II of the same tender No. is for supplying 17,150 meters (18,762 yards) of structural steel beams.

New Zealand tender issued for semiconductors and tubes

The Stores Manager, Dept. of Civil Aviation, Private Bag, Wellington, New Zealand, has issued tender No. CAQ 282/65, with a deadline of Feb. 8 for various types of electron tubes and semiconductors.

Copies of the tender are available from the New Zealand Senior Trade Commissioner, 1145 19th St. NW., Washington, D.C. 20036.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Room 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Argentine Maritime extends bid deadline on 9 freighters

The Argentine Maritime Lines Co., Buenos Aires, has extended the bid deadline from Dec. 28 to Jan. 27 for the construction and outfitting of nine freighters of 8,700 d.w.t. each, six of which will be built in Argentina. (INTERNATIONAL COMMERCE, Nov. 8, 1965, p. 20.)

In addition to construction, this call for bids included steel and equipment for outfitting the vessels.

A set of specifications, terms, and conditions is available for consultation at the Economic Counselor's Office, Argentine Embassy, 1600 New Hampshire Ave. NW, Washington, D.C. 20009. Telephone: 201-DE. 2-7100, ext. 46.

Burma seeks bids for tape recorders and magnetic tape

The People's Stores Corp., Electrical Goods Division, has issued tender No. 1137/T/EL/(UBR) 65-66, calling for tape recorders, and a quantity of magnetic tape.

Wanted are 12 4-speed, 4-track stereo, battery operated, tape recorders. They should also operate from a 220v. a.c. power supply. The frequency response should be from 30-800 cps at 1 15/16 inch per second speed.

Also wanted are 144 reels of mylar double play tape, 1200 feet on a 5-inch spool, and 72 reels of triple play mylar tape, 1700 feet on a 5-inch spool.

Bid deadline for tenders is Jan. 26 at the offices of the Corporation, Rangoon, Burma.

Loan copies of the bid documents are available to firms located in the United States from the Electronics Division, BDSA-6420, Room 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Foodstuffs sought by UN

The United Nations, New York City, has issued an invitation, No. UNEF 66-2, with a deadline of Jan. 18, for the supply of foodstuffs such as meat, fish, dairy products, canned foods, and rice for the United Nations emergency force, Gaza, United Arab Republic.

A copy of the invitation is available to firms located in the U.S. from Mr. Adolfe E. Hegewisch, Room 2149-D, United Nations, New York, N.Y. Telephone: 212 Plaza 4-1234, Ext. 668.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone 272-4321.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 302 Title Bldg., 2030 Third Ave., North. Phone 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone LIberal 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone 241-7900.

DALLAS, TEX., 75202, Room 1300, 1114 Commerce St. Phone Riverside 9-2287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 309 Grand Avenue. Phone 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone 588-977.

HOUSTON, TEX., 77002, 8102 Federal Bldg., 515 Rusk Ave. Phone CA 8-3611.

JACKSONVILLE, FLA., 32202, 512 Gressette Bldg., 208 Laura St. Phone Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone BAltimore 1-7200.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone 534-3214.

MIAMI, FLA., 33130, Rm. 1608, Federal Office Bldg., 51 S.W. 1st Ave. Phone 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone 597-3650.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone 644-3650.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 South St., Phone 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone MAin 5-4243.

SALT LAKE CITY, UTAH, 84111, 3238 Federal Bldg., 125 So. State St. Phone 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone 233-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

GERMANY—Peanuts, Spanish type No. 1 and Runner type No. 1. Requests price quotations cif European ports. IMKO-Nussimport-GmbH. (importer, processor, wholesaler), 121 Industriestrasse, 4041 Norf bei Neuss. WTD 12/9/65.

147 Chemical, fertilizer mineral mining

● **CEYLON**—Sulfur, crude, 450 long tons. Bid deadline Jan. 18. The Chairman, Eastern Paper Mills Corp., P.O. Box 1367, Colombo.★ (Telephone: 202-WO 7-3468).

195 Small arms

FRANCE—Small firearms, civilian, all categories, for sports, hunters, etc.; arms parts, accessories, attachments; direct purchase and agency; requests replies in French. Sur-Armes (dealer), 4 Rue Christine, 33 Bordeaux, Gironde. WTD 12/14/65.

196 Small arms ammunition

FRANCE—Small arms ammunition, accessories, supplies for sportsmen and hunters; direct purchase and agency; requests replies in French. Sur-Armes (dealer), 4 Rue Christine, 33 Bordeaux, Gironde. WTD 12/14/65.

203 Canning, preserving foods

FRANCE—Concentrated "beef juice" in standard and large-size tin cans; good quality; requests replies in French. Etablissements Lortie (dealer), 35 Rue du President-Carnot, 33 La Teste, Gironde. WTD 12/14/65.

GERMANY—Canned fruit, poultry, vegetables, all kinds. Requests price quotations for canned fruit and asparagus, fas San Francisco; canned poultry and vegetables c&f Rotterdam. Walter Fischbach & Co. (importer, sales agent), 26-28 Ubierring, 5 Koeln a. Rh. WTD 12/8/65.

205 Bakery products

BELGIUM—Raw materials, all kinds, used by bakeries (bread and pastry); direct purchase and agency. Diapharm S.A. (agent, importer, wholesaler), 9 Avenue Rogier, Brussels 3. WTD in preparation.

208 Beverage industries

FRANCE—Bourbon whisky, all kinds; direct purchase and agency. Chabrieres & Cie (importer, dealer), 50 Rue Breteuil, 13 Marseille. WTD 11/16/65.

209 Food preparations

AUSTRALIA—Vegetable oils, including but not limited to, safflower and corn oil in drum or bulk lots, both refined for edible use and crude or alkali-refined for industrial and manufacturing use; direct purchase and agency. Epic Trading Co. (importer, manufacturers' representative), 203-209 Thomas St., Sydney. WTD 10/12/65.

221 Broad woven fabric mills, cotton

GERMANY—Cotton and/or cotton/synthetic fabrics. Offers from East-coast firms on cif Hamburg basis preferred. G. Koppermann & Co. (importer, sales agent), Ost-West-Str. 2, Hamburg 1. WTD 2/1/64.

222 Broad woven fabric, manmade fiber, silk

GERMANY—Synthetic and/or cotton/synthetic fabrics. Offers from East-coast firms on cif Hamburg basis preferred. G. Koppermann & Co. (importer, sales agent), Ost-West-Str. 2, Hamburg 1. WTD 2/1/64.

227 Floor covering mills

AUSTRALIA—Carpets and floor rugs of natural and synthetic fibers; direct purchase and agency. Eric J. Hart (Australia) Pty. Ltd. (wholesaler, manufacturers' representative), 410-420 Sussex St., Sydney. WTD 12/6/65.

240 Lumber, wood products

ITALY—Black walnut logs. Fratelli Tragni (manufacturer), Via Brianza 30, Lentate sul Seveso (Milan). WTD 8/26/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Commercial veneer, face or technical. Societe des Produits Forestiers (manufacturer), 67bis Rue de la Republique, Montreuil-Sous-Bois (Seine). WTD 8/16/65.

262 Paper mills, products

● **IRAN**—239 million pcs. acetate cigarette filters, 90 mm long; 37,820 bobbins imitation cork tape for cigarette filters, various widths. Bid deadline March 2. The Iranian Tobacco Monopoly, Ghazvin Avenue, Teheran.★ (Telephone: 202-WO 7-3003).

● 62 million cellulose cigarette filters; 2,000 bobbins red paper tape, 6 mm wide; 400 bobbins cardboard, 96 mm wide, 275-300 grams per square meter. Bid deadline Feb. 12. The Iranian Tobacco Monopoly, Ghazvin Avenue, Teheran.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

FRANCE—Stationery items of standard, gift,

fancy types; notebooks; writing pads, tablets; related office and school supplies; adhesive tapes of good quality. Agency and potential direct importers. Comptoir Toulousain de la Papeterie (dealer), 7 Rue Caraman, 31 Toulouse, Haute-Garonne. WTD 12/8/65.

GERMANY—Wallpaper of good quality and attractive patterns. Direct purchase or agency for northern Germany. Requests small samples. Georg Hatke (importer, wholesaler, retailer), 67 Soegestrasse, 28 Bremen. WTD 4/29/63.

Self-adhesive decorative foils and tapes made from cellulose or PVC; direct purchase and agency. Gustav F. W. Lange (importer, sales agent), Kornkamp 2, 2070 Ahrensburg. WTD 6/25/65.

281 Industrial chemicals

BRAZIL—Bulk chemicals for petrochemical industry; bulk chemicals for plastic industry; requests quotations Rio de Janeiro. Panimport S.A. Importacao e Exportacao (wholesaler, representative), Rua Joaquim Silva 56, 2° andar, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 5/27/65.

● **COLOMBIA**—Mixed fertilizers: grades 12-6-24-3 (Mg) and B and Zn, 10,000 metric tons; 12-6-22-2 (Mo) and B and Zn, 10,000 tons; 12-12-17-2 (Mo) B and Zn, 10,000 tons. For shipment half in April, half in June 1966. Sealed bids must be delivered before Jan. 10 to Secretary General of the Federacion Nacional De Cafeteras, Avenida Jimenez No. 7-65, Bogota.★ (Telephone: 202-WO 7-3465).

GERMANY—Raw material and additives for rubber, plastic and chemical industries, such as filling materials, pigments, chemicals; direct purchase and agency. Heinrich Treffert (sales agent), 12 Goethestrasse, 653 Bingen/Rhein. WTD 12/9/65.

Chemical base materials for cosmetics industry, such as perfume bases, synthetic perfume, flavoring materials for soap; direct purchase and agency. Hugo Janistyn (chemist), 7815 Kirchzarten, Kreis Freiburg i. Breisgau, Hoefenerstrasse 51. WTD 12/8/65.

● **GREECE**—Creosote oil, 1 million kgs. Creosote for treatment of wooden poles and crossarms in form of unadulterated creosote oil, conforming to last revision of specification B.S.S. No. 144/54 or other equivalent specification. Packed in steel drums. Tender DYP-565, bid deadline now set for June 20 (INTERNATIONAL COMMERCE, Dec. 20 p. 38). Public Power Corp. (DEH) Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2067).

KOREA—Organic and inorganic chemicals and polyethelene. K. B. S. Trading Co., Ltd. (importer, exporter), International P.O. Box 1651, Seoul. WTD 12/8/65.

Organic and inorganic chemicals and reagents, all kinds. Dae Dong Pharmaceutical Co., Ltd. (importer, exporter), 2-64, 3-ka, Ulchi-ro, Chung-ku, Seoul. WTD 12/7/65.

Cosmetic and pharmaceutical raw materials. Direct purchase for own use. Pacific Chemical Industrial Co., Ltd. (importer, exporter, manufacturer), Central P.O. Box 195, Seoul. WTD 12/6/65.

Industrial organic and inorganic chemicals of all kinds. Kyongmeen Industrial Co., Ltd. (importer, exporter, manufacturer), Central P.O. Box 470, Seoul. WTD 12/2/65.

SOUTH AFRICA—Tributyl tin oxide for use in manufacture of polishes, etc. Swing Products (Pty.) Ltd. (manufacturing distributor), 47 Buitenkant St., Cape Town. WTD 12/1/65.

SPAIN—Monosodium glutamate. Direct purchase and/or agency. Large amounts required. Badrinas, S.A. (importer, wholesaler), Industria 287, Badalona, Barcelona. WTD in preparation.

SWEDEN—Chemicals for the paper and pulp, rubber, detergent, paint, construction materials, textile, and leather industries; direct purchase and agency. Gustaf Thomee AB (agent, wholesaler), Box 6060, Malmo 6. WTD 10/15/65.

UAR—Lead, white: 2270 kilograms white metal, raw, tin not less than 80%, lead the least possible, for use in engines with power varying from 20 hp to 400 hp, turns per minute 200 to 600 in slow machines, 1500 in rapid machines. The General Land Reform Authority (Government agency), Fuel & Purchases Administration, Abdin Square, Cairo.

282 Synthetic materials

GERMANY—Insulating material made of synthetic resins (in bulk), Chemiegesellschaft Gundershausen m.b.H. (manufacturer), 6101 Gundershausen bei Darmstadt. WTD 12/9/65.

283 Drugs

BRAZIL—Bulk organic and inorganic chemicals and derivatives for pharmaceutical industry. Requests quotations Rio de Janeiro. Panimport S.A. Importacao e Exportacao (wholesaler, representative), Rua Joaquim Silva 56, 2° andar, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 5/27/65.

GERMANY—Serpentaria root, agaric, cotton root bark, Californian damiana leaves, Rhus aromatique bark, Virginian witch hazel leaves and bark. Caesar & Loretz GmbH. (importer, wholesaler), Eiffestrasse 426, Hamburg 26. WTD 6/3/65.

KOREA—Pharmaceutical raw materials. Kyongmeen Industrial Co., Ltd. (importer, exporter, manufacturer), Central P.O. Box 470, Seoul. WTD 12/2/65.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

PERU—Pesticides, fungicides, insecticides, household and industrial. Direct purchase and agency. Requests replies in Spanish. Teodosio Segura N.—Agro Suni S.A. (importer, retailer, wholesaler), Av. Aviacion 329, Lima. WTD 10/4/64.

SOUTH AFRICA—Disinfectant liquid soap for hand cleansing use by surgeons. Swing Products (Pty.) Ltd. (manufacturing distributor), 47 Buitenkant St., Cape Town. WTD 12/1/65.

286 Gum, wood chemicals

THAILAND—Quebracho extracts. Requests sample, cif Bangkok price, size of packing; direct purchase and agency. Rojanakit Ltd., Partnership (importer, exporter), 1065 Songwad Rd., Bangkok. WTD 6/26/65.

287 Agricultural chemicals

FRANCE—Nitrogenous fertilizers, mixed fertilizers. Direct purchase and agency. Scoritoma (importer, wholesaler), 22 Blvd. Gallieni, Villeneuve-la-Garenne (Seine). WTD 7/30/64.

PERU—Mixed fertilizers, fertilizing materials; pest control chemicals in general. Direct purchase and agency. Requests replies in Spanish. Teodosio Segura N.—Agro Suni S.A. (importer, retailer, wholesaler), Av. Aviacion 329, Lima. WTD 10/9/64.

306 Fabricated rubber products

BELGIUM—Rubberized cloth for manufacture of sleeping bags and especially inflatable mattresses. Direct purchase and agency. Samples of types fabric desired available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. B. & H. S.P.R.L. (importer, manufacturer), 252 Chaussee de Ninove, Brussels WTD 11/29/65.

NORWAY—Suction and delivery hoses for chemicals, solvents, oils, etc., especially for use on ships; pressure hoses for steam; direct purchase and agency. Industrialanger & Boa Produkter A/S (importing wholesaler, manufacturer's agent), Thomas Heftyes gate 52, Oslo, Norway. WTD in preparation.

307 Plastic products

MOROCCO—Plastic casings, all thicknesses and diameters, for use in manufacture of sausages. Quotations Casablanca; direct purchase and agency. Comptoir de Casablanca (importer/agent), 24 Rue Abdallah El Mediouni, P.O. Box 637, Casablanca. WTD 12/9/65.

SWITZERLAND—Various types of gadgets and packaging items made of plastics. Plastic moldings for the trade; direct purchase and agency. P. Siebenhaar (importer, exporter, manufacturer), Grossacker, 8634 Hombrechtikon ZH. WTD 12/9/65.

314 Footwear

HONG KONG—Women's shoes, good quality. Vogue (importer, retailer), 7 Wellington St., Hong Kong. WTD in preparation.

326 Pottery

GREECE—Porcelain bathroom fixtures (bathtub, sink, etc.). Importer, wholesaler and sales agent requests replies with competitive price quotations. "Casa Mercantil"—Nicolas Vouteris, Anagnostopoulos Bldg., 6 Kirikiou Street, Athens 116. WTD 12/6/65.

327 Building materials

KOREA—Firm is looking for an American supplier, preferably on West Coast, specializing in consolidating orders for all types of building materials, prefabricated buildings, electrical and steel building supplies, plumbing fixtures and fittings, heating and cooling equipment, paints, and other building supplies; prefers supplier affiliated with engineering consultants. Hansen Trading Co. (commission merchant), International P.O. Box 1686, Seoul. WTD 7/15/65.

331 Steel mill products

FRANCE—Bolts and nuts, iron and steel. Direct purchase and agency. Looten & Fils (wholesaler), 4 Rue Jean Mermoz, Bergues (Nord). WTD 11/12/65.

GREECE—Remnants of cold-rolled stainless steel sheets, 1-2 mm thick, size 50-60 cm, for production of restaurant cooking utensils, etc. Importer-wholesaler-sales agent requests replies with competitive price quotations. "Casa Mercantil"—Nicolas Vouteris, Anagnostopoulos Bldg., 6 Kirikiou St., Athens 116. WTD 12/6/65.

● Turnouts: 90 standard gauge turnouts from rails of 50.18 kgs. per meter. Tender No. B/850/65, bid deadline Jan. 29. Ministry of Commerce, General Directorate of Supplies, State Purchases Directorate "B", 50 Socratous St., Athens. Tender documents available in

English, drawings in Greek.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Steel wire for manufacture of bicycle spokes, brushes, umbrellas. Direct purchase and agency. Western Junjab Industries (Regd) (importer, manufacturer, agent), 52 Dalhousie Rd., Rawalpindi, West. WTD 7/21/65.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Copper enameled wire for windings of small motors. Direct purchase and agency. Western Punjab Industries (Regd) (importer, manufacturer, agent), 52 Dalhousie Rd., Rawalpindi, West. WTD 7/21/65.

336 Nonferrous foundries

FRANCE—Household utensils and gadgets, aluminum. Direct purchase and agency. Andre Cassin (wholesaler), 90 Route de Clisson, Nantes (L.A.). WTD 11/12/65.

342 Cutlery, hand tools, general hardware

● **BURMA**—Various electrical tools for maintenance, welding equipment, piping tools, and mechanical tools. Tender No. DPES. 32/66, bid deadline Jan. 15. Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Hand tools, all kinds. Direct purchase and agency. Looten & Fils (wholesaler), 4 Rue Jean Mermoz, Bergues (Nord). WTD 11/12/65.

Hand and edge tools, all kinds. Direct purchase and agency. Davy-Patry (importer, wholesaler), 24 Avenue Jean-Jaures, Le Mans (Sarthe). WTD 11/12/65.

Hand tools, all kinds. Direct purchase and agency. G. A. Cohen (importer, agent), 1 Rue Stephenson, Paris 18. WTD 11/8/65.

Hand tools, all kinds. Direct purchase and agency. Andre Cassin (wholesaler), 90 Route de Clisson, Nantes (L.A.). WTD 11/12/65.

PAKISTAN—Suitcase locks. Direct purchase and agency. Western Punjab Industries (Regd) (importer, agent), 52 Dalhousie Rd., Rawalpindi, West. WTD 7/21/65.

PERU—Locksmith articles, hand tools, marine hardware. Direct purchase and exclusive representation. Requests replies in Spanish. Ferreteria Pacifico S.A. (importer, retailer, wholesaler), Leoncio Prado 780, Aptdo 233, Chimbote. WTD in preparation.

343 Heating apparatus, plumbing fixtures

FRANCE—Heating equipment: gas, oil, solid fuels. Direct purchase and agency. Looten & Fils (wholesaler), 4 Rue Jean Mermoz, Bergues (Nord). WTD 11/12/65.

JAPAN—Oil burners to be used in boilers and water heaters. Requests specifications and prices with catalogues, if available. Meiko Setsubi K.K. (contractor), 14, 3-chome, Kamisono-cho, Naka-ku, Nagoya. WTD 12/9/65.

345 Screw machine products, & bolts, nuts, screws, rivets & washers

● **BURMA**—Various sizes and quantities of Bolts, nuts, and rivets. Tender No. 6(T)/MCY-BR/(65-66), bid deadline February 9. The Chairman, Union of Burma Railway Board, Bogyoke Aung San Street, Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal stampings

FRANCE—Household utensils and gadgets, stamped and pressed metal. Direct purchase and agency. Andre Cassin (wholesaler), 90 Route de Clisson, Nantes (L.A.). WTD 11/12/65.

349 Fabricated metal products

NORWAY—Valves and fittings for suction and delivery hoses; direct purchase and agency. Industrislanger & Boa Produkter A/S (importing wholesaler, manufacturers' agent), Thomas Heftyes gate 52, Oslo, Norway. WTD in preparation.

352 Farm machinery

FRANCE—Farm equipment, including wheel tractors. Les Constructeurs Fecampois (manufacturer), 32 Rue de l'Innondation, 76 Fecamp. WTD 11/17/65.

PERU—Agricultural machinery, implements, all kinds. Direct import and agency. Requests replies in Spanish. Teodosio Segura N.—Agro Suni S.A. (importer, retailer, wholesaler), Av. Aviacion 329, Lima. WTD 10/9/64.

353 Construction, mining, materials handling machinery

BRAZIL—Used conveyor systems for canning industry. Frigorifico Sparta S.A. (canner), Rua Frei Caneca 392, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 12/7/65.

● **BURMA**—8 tractor shovel-loaders, wheel type, 2-2½ cu. yd. capacity; 13 pickup trucks, 1 ton capacity, 4 x 2; 19 pickup trucks, 1 ton capacity, 4 x 4. Tender No. (in order above) E. VIII (T-MCY-PWC/65/66), T II (T-MCY-PWC/65/66), T III, (T-MCY-PWC/64/65), bid deadline Jan. 17. Government of the Union of Burma, Peoples Stores Corp., Machinery, Equipment, Tools & Spares Division, 176 Bo Aung-Gyaw St. Rangoon.★ (Telephone: 202-WO 7-5566).

● 2 sets of core drilling equipment. Each drill should consist of core drilling machine complete with accessories, water pump for drilling, water pump for pressure testing, powered with a diesel engine skid mounted. It should be fitted with hydraulic swivel head rotating through 360° and a side mounted cathead. One mobile auger drill (truck mounted) which can handle up to 8″ diameter continuous flight augers in standard 5′ length, capable of drilling 4″ to 6″ diameter hole up to 100′. Power auger should be operated independently mounted on suitable sized motor vehicle. Tender No. 1-2/IRR/MCY/65-66, bid deadline Jan. 20. Chief Engineer, Irrigation Dept. 9/21 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

FRANCE—Conveyors and conveying equipment for installation in factories and other industrial and commercial establishments. Voyer & Cie. (manufacturer), 29 Rue des Pyramides, Paris 1. WTD 11/5/65.

Construction machinery and equipment, such as bulldozers, concrete mixers, power shovels. Direct purchase and agency. S.I.E.L.—Societe Industrielle d'Electricite (distributor), 3 Rue Camille Flammarion, Paris 18. WTD in preparation.

PERU—Concrete mixing machinery, portable, large capacity. Concretos Pre-Mezclados Arequipa S.A. (manufacturer, retailer, wholesaler), Casilla 791, Arequipa. WTD in preparation.

● **TAIWAN**—Supply of two side operating, diesel-powered forklift trucks, with carrying capacity of 10,000 lb. and equipped with pneumatic tires; 1 lifting magnet, 55 inches in dia., operating current: 220 d.c., power supply: not more than 10 kw.; one diesel-powered, side dump bucket type shovel loader with load capacity of not less than 10,000 lb. Tender No. GF3B-23166, bid deadline Jan. 12. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

BRAZIL—Used can making machinery. Frigorifico Sparta S.A. (canner), Rua Frei Caneca 392, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 12/7/65.

FRANCE—Machine tools, metal cutting and metal forming types. Voyer & Cie. (manufacturer), 29 Rue des Pyramides, Paris 1. WTD 11/5/65.

Power-driven hand tools. Direct purchase and agency. Davy-Patry (importer, wholesaler), 24 Avenue Jean-Jaures, Le Mans (Sarthe). WTD 11/12/65.

Power-driven hand tools. Direct purchase and agency. G. A. Cohen (importer, agent), 1 Rue Stephenson, Paris 18. WTD 11/8/65.

Power-driven hand tools. Direct purchase and agency. Looten & Fils (wholesaler), 4 Rue Jean Mermoz, Bergues (Nord). WTD 11/12/65.

Power-driven hand tools. Direct purchase and agency. Andre Cassin (wholesaler), 90 Route de Clisson, Nantes (L.A.). WTD 11/12/65.

355 Special industry machinery

BRAZIL—Used equipment for installation of large sardine canning plant, especially washing, cooking, filling and marking machines; sealing machines with daily capacity of 200,000/300,000 units; machines and presses for production of fish meal, oil and water. Frigorifico Sparta S.A. (canner), Rua Frei Caneca 392, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 12/7/65.

● **CEYLON**—Supply, erection and start-up of a steam still with a capacity of 1,500 gallons per hour of molasses wash. Bid deadline Feb. 7. Chairman, Tender Board, Ministry of Home Affairs, Torrington Square, Colombo 7.★ (Telephone: 202-WO 7-5589).

NEPAL—Complete tin can manufacturing, painting and filling plant, capacity 25 metric tons per month, 8 hrs. per day. Desires catalogs and quotations cif Calcutta. Pralhad Roy Agrawal, Nepal Motor Co. (importer, exporter), Biratnagar. WTD in preparation.

PERU—Casting equipment, complete, modern, for aluminum, bronze, cast iron; ½ to 1 ton capacity. Factoria Romero S.A. (manufacturer, repair shop), Av. Argentina 530, Callao. WTD in preparation.

Planer, lumber, high speed, automatic, 220 v., three phase, dress four sides, 28″ x 10″; fore plane, lumber, high speed, automatic, 220 v., three phase, 20″ x 96″; circular saw, lumber, blade up to 18″ dia., 220 v., three phase, motor up to 6 hp., with hole making choke. Requests replies in Spanish. Benjamin Enriquez Curo (sawmill, retailer, wholesaler), Av. 28 de Julio 3030, Lima. WTD in preparation.

Machinery and equipment, all kinds, to make men's wear: cutting, sewing, ironing. Requests descriptive brochures, sizes, prices, terms; replies in Spanish. Octavio Carpio Postigo "Confecciones Luxor" (manufacturer, wholesaler), Manuel Candamo 571, Lince, Lima. WTD in preparation.

SWITZERLAND—Wrapping machinery for

industrial packaging of all types of food, direct purchase and agency. P. Siebenhaar (importer, exporter, manufacturer), Brossacker, 8634 Hombrechtikon ZH. WTD 12/9/65.

TAIWAN—Freeze-dry machine and juice making machine. Requests catalogs, price lists. Overseas Chinese Ming Sun Agriculture & Cattle Development Corp. (manufacturer, exporter), 2nd Floor, 27 Wuchang St., Section 1, Taipei. WTD 8/19/65.

356 General industrial machinery

BRAZIL—Used infra-red ovens for sardine canning plant. Frigorifico Sparta S.A. (canner), Rua Frei Caneca 392, Rio de Janeiro ZC-14, Estado da Guanabara. WTD 12/7/65.

● **INDIA**—Supply of 2 slow speed compressors for pneumatic sinking with capacity of 350 c.f.m. at 110 p.s.i.; supply of 2 air locks. Tender No. 223/71/007/10-11-65, bid deadline Jan. 28. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $2.50 from the India Supply Mission, Washington, D.C. 20008 (Ref. No. D/ENQ/1941).★ (Telephone: 202-WO 7-5589).

IRAQ—Horizontal and vertical irrigation pumps. D.G. of Agricultural Machinery & Equipment (government agency), Ministry of Agrarian Reform, Baghdad.

357 Office, computing, accounting machines

FRANCE—Small office equipment, machines, specialized accessories and novelties, including adhesive tape dispensers; light-duty adding machines; office staplers, etc.; articles and supplies suitable for sale in retail stationery shops. Agency, and potential direct importers. Comptoir Toulousain de la Papeterie (dealer), 7 Rue Caraman, 31-Toulouse, Haute-Garonne. WTD 12/8/65.

358 Service industry machines

BELGIUM—Coin-operated ice-cream dispensing machines, direct purchase and agency. Diapharm S.A. (agent, importer, wholesaler), 9 Avenue Rogier, Brussels 3. WTD in preparation.

BRAZIL—Used compressors with approximately 1,000 cubic meter capacity for fish freezing unit. Frigorifico Sparta S.A. (canner), Rua Frei Caneca 392, Rio de Janeiro CZ-14, Estado da Guanabara. WTD 12/7/65.

FRANCE—Air conditioners for household and commercial uses. Importing wholesaler seeks direct purchase and agency. Hohl & Danner, 6 Quai Turckheim, 67 Strasbourg. WTD 12/10/65.

PERU—Refrigerators, industrial, commercial. Rodrigo Zarate, Parque Aviacion 259, Miraflores, Lima. WTD in preparation.

Food tables, hot water-steam, for keeping food hot in cafeteria serving lines; cafeteria equipment, all kinds. Direct purchase and agency. Agencia Comercial Unanue S.A. (importer, retailer, agent), Aptdo. 2872, Lima. WTD in preparation.

361 Electric transmission, distribution equipment

● **ETHIOPIA**—Supply of 15,000-10 amp. and 5,000-25 amp. miniature circuit breakers to be used on 220/380 v., 50 cycle system. Bid deadline Jan. 17. Ethiopian Electric Light & Power Authority, P.O. Box 1233 Addis Ababa.★ (Telephone: 202-WO 7-4241).

GERMANY—Low tension switchgear of all kinds under 600 v. Requests price quotations cif European ports. Condor-Werke Gebr. Frede KG. (manufacturer, exporter), Elektro- und Maschinenfabrik, 30 Hauptstrasse, 4415 Westkirchen/W. WTD 12/13/65.

362 Electrical industrial apparatus

FRANCE—Electric welding apparatus and accessories. Direct purchase and agency. Looten & Fils (wholesaler), 4 Rue Jean Mermoz, Bergues (Nord). WTD 11/12/65.

Research electromagnets; blasting machines; rectifiers; capacitors and condensers. Direct purchase and agency. S.I.E.L.—Societe Industrielle d'Electricite (distributor), 3 Rue Camille Flammarion, Paris 18. WTD in preparation.

● **IRAQ**—Supply one diesel generator set, 250 kva, three phase, 50 cycle with auxiliary equipment, spare parts and suitable for operation under tropical conditions. Tender No. 42/65, bid deadline Jan. 30. Tender documents may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq for $3.50 including air mail charges. One copy of tender available for review only, not for loan, Power & Electrical Equipment Division, Rm. 4124, BDSA, Department of Commerce, Washington, D.C. (Telephone: 202-WO 7-4241).

SWITZERLAND—Electronic equipment and systems for industrial application, direct purchase and agency. A. Widmer Ltd. (importer), Sihlfeldstrasse 10, 8036 Zurich. WTD 12/9/65.

363 Household appliances

FRANCE—Household refrigerators and all types of electric household appliances. Importing wholesaler seeks direct purchase and agency. Hohl & Danner, 6, Quai Turckheim, 67 Strasbourg. WTD 12/10/65.

GUATEMALA—Household electrical appliances: toasters, waffle irons, irons, heaters, fans, frying pans, percolators, hotplates; direct purchase and agency. Centro Electrico Steele (importing distributor), J. Warrent Steele, 7a. Avenida 9-50, Zona 1, Aptdo. Postal 553, Guatemala City. WTD 12/10/65.

PERU—Household refrigerators. Rodrigo Arenas Zarate, Parque Aviacion 259, Miraflores, Lima. WTD in preparation.

SWITZERLAND—Electrical household appliances, all kinds. direct purchase and agency. A. Widmer Ltd. (importer), Sihlfeldstrasse 10, 8036 Zurich. WTD 12/9/65.

364 Electric lighting, wiring equipment

FRANCE—Electro-luminescent ribbons as used for advertising. Direct purchase and agency. "La Select" (manufacturer, importer), 23 Avenue Philippe Auguste, Paris 11. WTD 11/17/65.

GERMANY—Light bulbs and fluorescent tubes, all kinds. Ernst August Ebeling (importer, exporter, wholesaler), 7 Plantage, 28 Bremen. WTD 3/8/65.

367 Electronic components, accessories

FRANCE—Electronic components: relays, diodes, demodulators, rectifiers, semiconductor devices. Direct purchase and agency. Comerso (manufacturer, importer), 30 Blvd. Bonne-Nouvelle, Paris 10. WTD 11/5/65.

SWITZERLAND—Electronic equipment and systems for industrial application, direct purchase and agency. A. Widmer Ltd. (importer), Sihlfeldstrasse 10, 8036 Zurich. WTD 12/9/65.

372 Aircraft, parts

FRANCE—Executive aircraft. Voyer & Cie. (manufacturer), 29 Rue des Pyramides, Paris 1. WTD 11/5/65.

GERMANY—Communication equipment: transmitters, receivers, antennas; navigation instruments: VOR, LOC, GP, MKR, and ADF; radar equipment: transmitters, receivers, indicators, antennas; airtraffic controls: transponders; dispense measuring equipment, compass equipment, indicating instruments. Requests equipment according to TSO-standards, quotations cif European ports. Luftahrtelektronik Koeln GmbH. (importer, wholesaler, retailer, sales agent), Flughafen Halle V, 505 Porz-Wahn. WTD 12/1/65.

381 Engineering, laboratory, scientific, research instruments

● **BURMA**—Supply of surveying instruments but not limited to the following: theodolites, levelling instruments and staffs, clinometers, compasses, planimeters, steel chains, square, metallic tapes. Tender No. DPES. 33/66, bid deadline Jan. 15. Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of 10 complete sets of testing apparatus comprising necessary automatic burette with reservoirs, glass bottles hydrometer jar for hydrometers, stirring rod, pipettes, measuring cylinders, test tubes comparator and discs, funnels, thermometers in metal case, bottle caps, stoppers, etc., for testing purposes. Tender No. DPES 37/66, bid deadline Jan. 15. Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-2939).

PERU—Measuring instruments, precision, industrial: calibrators, micrometers, manometers, thermometers; high quality; direct purchase and agency. Requests replies in Spanish or German. Firma Rudi Garski Graeber (importer, agent), Perez de Tudela 160, San Isidro, Lima. WTD in preparation.

383 Optical instruments, lenses

● **CEYLON**—Supply of 400 students' quality monocular microscopes and 100 sets of spare rock and pinion for microscopes. Bid deadline Feb. 25. The Chairman, Tender Board, Ministry of Education & Cultural Affairs, Sir Ernest de Silva Mawatha, Colombo 3.★ (Telephone: 202-WO 7-2939).

FRANCE—Optical instruments, various types, including polishing and grinding machines. Direct purchase and agency. Silvestre & Cie. (manufacturer), 38 bis, Rue Henri-Martin, Le Pre-St.-Gervais (Seine). WTD 11/23/65.

384 Surgical, medical, dental supplies

● **CEYLON**—Supply of 50,000 sterile A.C.D. bottles; 50,000 disposable plastic blood administration sets; 15,000 disposable sterile plastic donor sets; 3,000 sterile dry vacuum bottles; 1,000 re-usable nylon blood administration sets. Bid deadline February 22, The Ministry of Health, P.O. Box No. 500, Colombo. Copies of tender documents are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008. Reference No. 222.

KOREA—Medical and laboratory equipment and instruments. Kyongmeen Industrial Co., Ltd. (importer, exporter, manufacturer), Central P.O. Box 470, Seoul. WTD 12/2/65.

391 Jewelry, silverware, plated ware

THAILAND—Synthetic emeralds and rubies in rough form for local cutting, cutter/rejection quality; cif quotation and delivery terms requested; direct purchase and agency. Shamsudeen & Abdul Shukoor Co. (importer, exporter), 500 Watkoh St., Sampeng, Bangkok. WTD in preparation.

396 Costume jewelry, novelties, buttons, notions

ITALY—Cigarette cases, king size, of all materials except precious metals. Empex Vanity Ltd. (importer), Via Jacopo Palma 5/17, Milan (Ovest ¾). WTD 9/22/65.

Compacts (except precious metals and solid leather). Empex Vanity Ltd. (importer), Via Jacopo Palma 5/17, Milan (Ovest ¾). WTD 9/22/65.

SOUTH AFRICA—Costume jewelry, gold. Requests catalogs, price lists. Kurt Baldinger & Sons Master Jewellers (Pty.) Ltd. (importing distributor, manufacturer), P.O. Box 1922, Cape Town. WTD in preparation.

399 Manufacturing industries

AUSTRALIA—Patterned vinyl sheet floor covering, with or without backing; direct purchase and agency. Eric J. Hart (Australia) Pty. Ltd. (wholesaler, manufacturers' representative), 410-420 Sussex St., Sydney, NSW. WTD 12/6/65.

FRANCE—Articles, novelties, supplies of all kinds for sale to florists' retail shops, including: flower-pot cases and covers (copper, aluminum, plastic); ribbons; baskets; floratape; emblems; parchment paper; tags and labels; fancy ceramic vases; decorative items (artificial birds, etc.); snips, floral tools, etc. Good quality articles desired. Not interested in natural or artificial flowers. Maison Charles Weil (wholesaler), 13 Avenue Pierre-Brossolette, B.P. No. 254, 87-Limoges, Haute-Vienne. WTD 12/15/65.

Electrical mechanical signs; advertising novelties. Direct purchase and agency. "La Select" (manufacturer, importer), 23 Avenue Philippe Auguste, Paris 11. WTD 11/17/65.

PERU—Metal clasps, frames for women's handbags; billfold clips; loose leaf binder rings; components of table top pen holders. Resinas Takano S.A. (importer, retailer, wholesaler, manufacturer), General Canevaro 1062, Lima. WTD in preparation.

509 Wholesalers

DENMARK—Art goods such as pottery, stoneware, and articles made of wood and plastic. Direct purchase or agency. Henning Kaae (importing wholesaler), Sollerod Park, blok 2, nr. lo, Holte. WTD 11/22/65.

PERU—Seeds, bulbs; direct purchase and agency; requests replies in Spanish. Teodosio Segura N.—Agro Suni S.A. (importer, retailer, wholesaler), Av. Aviacion 329, Lima. WTD 10/9/64.

539 General merchandise

CEYLON—Used clothing in good condition for men and women. Nuwara Eliya Multi Purpose Cooperative Societies Union, Ltd. (cooperative union), Park Rd., Nuwara Eliya. WTD 11/30/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

GERMANY—Raw materials for foodstuff industry, i.e., egg products, corn starch, soy meal, soy beans, milk powder, lactose, fruit acids, carrageenin and other binding agents, instant powder from fruits and vegetables. Offers should be accompanied by samples, requests replies in German. Hans Strickrott (sales agent), Amundsenstr. 30, Hamburg 50. WTD 6/23/65.

203 Canning, preserving foods

FRANCE—Alaska crabs and crab meat in standard tin cans, good quality. Also canned peeled shrimps from Louisiana, good quality. Paul Coutau-Begarie (sales agent), 15 Rue Grangeneuve, 33 Bordeaux, Gironde. WTD 11/23/64.

GERMANY—Canned fruits and vegetables, all kinds. Walter Allmendinger (jobber, sales agent), 7301 Kemnat bei Stuttgart, West. WTD 12/10/65.

ITALY—Canned foods, juices, fruits, vegetables, fish, all kinds. Angelo Dagnino & Figlio (sales agent, importer, wholesaler, retailer), 9-40 Via Bottai, Palermo. WTD 12/8/65.

207 Confectionery

ITALY—Confectionery, chewing gum, related products. Angelo Dagnino & Figlio (sales agent, importer, wholesaler, retailer), 9-40 Via Bottai, Palermo. WTD 12/8/65.

209 Food preparations

BELGIUM—Honey. Mr. A. Olislager (importer, wholesaler), 128 Rue Elie Lambotte, Brussels 3. WTD in preparation.

220 Textile mill products

AUSTRALIA—Textiles of all types suitable for furniture upholstery, curtains, draperies, bedspreads, bedcovers, men's and women's clothing. G. Sacilotto Pty. Ltd. (agent), 58 Margaret St., Sydney. WTD 12/6/65.

ITALY—Wool, cotton, synthetic and special fabrics for men's, women's and children's clothing. Fratelli Perricone (manufacturers' agent), Via Principe Belmonte 67, Palermo. WTD 12/10/65.

SOUTH AFRICA—Synthetic fabrics for manufacture of shirts; fabrics for manufacture of men's and women's outerwear; curtain and upholstery fabrics. Freetone Agencies (manufacturers' agent), P.O. Box 4723, Cape Town. WTD 12/6/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—Textiles of all types suitable for furniture upholstery, curtains, draperies, bedspreads, bedcovers, men's and women's clothing. G. Sacilotto Pty. Ltd. (agent), 58 Margaret St., Sydney. WTD 12/6/65.

ITALY—Hand and bath towels. Fratelli Perricone (manufacturers' agent), Via Principe Belmonte 67, Palermo. WTD 12/10/65.

222 Broad woven fabric mills, manmade fibre, silk

AUSTRALIA—Textiles of all types suitable for furniture upholstery, curtains, draperies, bedspreads, bedcovers, men's and women's clothing. G. Sacilotto Pty. Ltd. (agent), 58 Margaret St., Sydney. WTD 12/6/65.

223 Broad woven fabric mills, wool

AUSTRALIA—Textiles of all types suitable for furniture upholstery, curtains, draperies, bedspreads, bedcovers, men's and women's clothing. G. Sacilotto Pty. Ltd. (agent), 58 Margaret St., Sydney. WTD 12/6/65.

228 Yarn, thread mills

BELGIUM—Yarn, thread, synthetic, polyester, destined to textile wearing mills and to knitwear manufacturers. Mr. Roger Morlet (importer), 353 Avenue Moliere, Brussels. WTD in preparation.

229 Textile goods

AUSTRALIA—Textiles of all types suitable for furniture upholstery, curtains, draperies, bedspreads, bedcovers, men's and women's clothing. G. Sacilotto Pty. Ltd. (agent), 58 Margaret St., Sydney. WTD 12/6/65.

SOUTH AFRICA—Lace for women's underwear. Freetone Agencies (manufacturers' agent), P.O. Box 4723, Cape Town. WTD 12/6/65.

230 Apparel

ITALY—Men's and women's under garments and outerwear, socks. Fratelli Perricone (manufacturers' agent), Via Principe Belmonte 67, Palermo. WTD 12/10/65.

234 Women's, misses', children's, infants' under garments

ITALY—Children's and infants' underwear, nightwear. Fratelli Perricone (manufacturers' agent), Via Principe Belmonte 67, Palermo. WTD 12/10/65.

264 Converted paper, paperboard products

ITALY—Wallpaper. A. Di Mauro Del Vecchio (importer, agent), Via Etnea 389, Catania, Sicily. WTD 7/9/65.

281 Industrial chemicals

BELGIUM—Flavors and perfumes for food industry. Mr. A. Olislager (importer, wholesaler), 128 Rue Elie Lambotte, Brussels 3. WTD in preparation.

PAKISTAN—Chemicals, aromatic. Requests quotations c&f Karachi. Tradewell (Pakistan) Corp. (importer, manufacturers' agent), 60 New Cloth Market, Bunder Rd., Karachi. WTD 6/9/64.

306 Fabricated rubber products

AUSTRALIA—Specialty items for babies and infants up to two years old. George G. Roulston (importer, exporter, wholesaler, manufacturers' representative), Bathurst House, 209A Castlereagh St., Sydney. WTD 11/30/65.

307 Plastic products

AUSTRALIA—Specialty items for babies and infants up to two years old, including items for feeding. George A. Roulston (importer, exporter, wholesaler, manufacturers' representative), Bathurst House, 209A Castlereagh St., Sydney. WTD 11/30/65.

314 Footwear

ITALY—Leather shoes. Dogliolo Cav. Geom. Libero (importer, exporter, wholesaler), 15 Via Vescovado, Alessandria. WTD 11/30/65.

331 Steel mill products

PAKISTAN—Steel poles, tubular, for use in transmission of electric power. Requests quotations c&f Karachi. Transimpex (Pakistan) (importer, manufacturers' agent), P.O. Box 4874, Nadir House, McLeod Rd., Karachi. WTD 12/14/64.

Stainless steel. Requests quotations c&f Karachi. Tradewell (Pakistan) Corp. (importer, manufacturers' agent), 60 New Cloth Market, Bunder Rd., Karachi. WTD 6/9/64.

336 Nonferrous foundries

FRANCE—Inexpensive household utensils, aluminum. Etablissements Perrot (importer, wholesaler), 6 Impasse Casselin, Paris 11. WTD 11/12/65.

342 Cutlery, hand tools, general hardware

PERU—Hand tools, highest quality, all types, including pneumatic, electric; exclusive only. Importadora de Herramientas y Ferreteria S.A. (importer, retailer, wholesaler, representative), Av. Mexico 966, Lima. WTD in preparation.

346 Metal stampings

FRANCE—Inexpensive household utensils and gadgets. Etablissements Perrot (importer, wholesaler), 6 Impasse Cesselin, Paris 11. WTD 11/12/65.

353 Construction, mining, materials handling machinery

PAKISTAN—Trucks, fork, operator-riding, gasoline-electric. Requests quotations c&f Karachi. Intertrade Distributors (importer, manufacturers' agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65

Road rollers, 2 and 3 wheel, 8 tons and over. Requests quotations c&f Karachi. Hameed Naseer & Co. (importer, manufacturers' agent), Pak Chambers, 7 West Wharf Rd., Karachi. WTD 6/15/65.

356 General industrial machinery

FRANCE—Industrial equipment and machinery (light and medium-duty), tools, supplies, preferably modern machines for medium-size enterprises, not as yet currently sold in France, including labor-saving devices for industrial plants; washing and cleaning factory equipment; compressors; surface-treatment and paint-spraying machines; hydraulic industrial equipment, related lines. Etablissements Marcel Bertoin (dealers, sales agent), 91 Rue Riquet, 31 Toulouse, Haute-Garonne. WTD 12/13/65.

358 Service industry machines

PAKISTAN—Air conditioners, packaged room plus packaged, nonroom, self-contained. Requests quotations, c&f, Karachi. Tradewell (Pakistan) Corp. (manufacturers' agent), 60 New Cloth Market, Bunder Rd., Karachi. WTD 6/9/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

361 Electric transmission, distribution equipment

PAKISTAN—Power transformers, switchgear and power line materials. Requests quotations c&f Karachi. Transimpex (Pakistan) (importer, manufacturers' agent), P.O. Box 4874, Nadir House, McLeod Rd., Karachi. WTD 12/14/64.

Power transformers. Requests quotations c&f Karachi. Equipments International (importer, manufacturers' agent), 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

362 Electrical industrial apparatus

PAKISTAN—Generators, alternating current, 2,000 kw. and over. Requests catalogs, quotations c&f Karachi. Transimpex (Pakistan) (importer, manufacturers' agent), P.O. Box 4874, Nadir House, McLeod Rd., Karachi. WTD 12/14/64.

Generator sets, diesel-engine driven. Requests quotations c&f Karachi. Intertrade Distributors (importer, manufacturers' agent), 80 P.M.A. Bldg., Nicol Rd., Karachi. WTD 9/23/65.

Generators, alternating current, under 2,000 kw. Requests quotations c&f Karachi. Equipments International (importer, manufacturers' agent), 50 Idress Chambers, Wood St., Karachi. WTD 12/6/65.

366 Communication equipment

PAKISTAN—Transmitters and receivers, radio, microwave. Requests quotations c&f Karachi. Equipments International, 50 Idrees Chambers (importer, manufacturers' agent), Wood St., Karachi. WTD 12/6/65.

369 Electrical machinery equipment, supplies

ITALY—Batteries with atomic scoriae for bulbs of 500 watts. Ing. Francesco Paolo Cottone (manufacturers' agent), 1 Via Goethe, Palermo. WTD 10/12/65.

371 Motor vehicles, motor vehicle equipment

PERU—Jacks, hydraulic, mechanical; testing equipment, for auto maintenance, repair; highest quality. Desires exclusive agency. Importadora de Herramientas y Ferreteria S.A. (importer, retailer, wholesaler, representative), Av. Mexico 966, Lima. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Aeronautical instruments: gyropilots, driftmeters, altimeters, flight and bank indicators; geophysical apparatus and equipment; sighting gear. Société Francaise d'Optique et de Mécanique (manufacturer, importer), 93 Avenue Victor Hugo, Rueil-Malmaison (S. & O.). WTD 11/13/65.

386 Photographic equipment

FRANCE—35 m/m film-strip projectors equipped for 50 cycles, bi-voltage use, 110 and 220 volts. Société Française d'Optique et de Mécanique (manufacturer, importer), 93 Avenue Victor Hugo, Rueil-Malmaison (S. & O.). WTD 11/3/65.

394 Toys, amusement, sporting goods

AUSTRALIA—Toys, other special items for babies and infants up to two years old. George G. Roulston (importer, exporter, wholesaler, manufacturers' representative), Bathurst House, 209A Castlereagh St., Sydney. WTD 11/30/65.

399 Manufacturing industries

BELGIUM—Window display articles, especially manikins and busts; other new decorations. Etalages Vanderglas (importer, wholesaler), 216 Rue du Progrès, Brussels. WTD 12/2/65.

505 Farm products

ITALY—Hides and skins (cow, calf, horse, ox, bull, steer, sheep). Compex, S.r.l. (agent), Corso Italia 49, Milan. WTD 9/9/65.

Leads for Importers

Commodities are offered direct unless specified

229 Textile goods

KOREA—Linen napkins and tablecloths; for sale to importers and distributors. Kum Yong Industrial Co., Ltd. (manufacturer, exporter), 58-4, 2-ka, Taepyung-ro. Choong-ku, Central P.O. Box 360, Seoul. WTD in preparation.

NEPAL—Jute webbing—hessian cloth pieces, 40" x 10 oz. each. Specify number of pieces desired. Will supply samples on request. Pralhad Roy Agrawal, Nepal Motor Co. (importer, exporter), Biratnagar. WTD in preparation.

233 Women's misses', juniors' outerwear

KOREA—Scarfs and handkerchiefs of silk for sale to importers and distributors. Kum Yong Industrial Co., Ltd. (manufacturer, exporter), 58-4, 2-ka, Taepyung-ro, Choong-ku, Central P.O. Box 360, Seoul. WTD in preparation.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood and plywood panels (Okoumé) Chipboards and blockboards. Very good quality. Wholesale exportation, direct or through well-established U.S. agents. Etablissements Rougier & Fils (manufacturers, exporters), 104 Rue Saint-Symphorien. 79-Niort, Deux-Sèvres. WTD 12/13/65.

283 Drugs

NEPAL—Inorganic and organic medicinals: up to 40 metric tons of asparagus racemosus, 20 m.t. each of Nardostachys jatamansi and spikenard, 4 m.t. of piper longum, 3 m.t. of Rauwolfia serpentina, 2 m.t. of Orchis sp. at a time. Will supply samples on request. Mangal

Prasad Gupta (exporter), 6/91 Pakopokhaldyang, Kathmandu. WTD in preparation.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

KOREA—Cosmetics, including talcum powder. Pacific Chemical Industrial Co., Ltd. (importer, exporter, manufacturer), Central P.O. Box 195, Seoul. WTD 12/6/65.

306 Fabricated rubber products

KOREA—Latex thread, elastic webbing, foam rubber laminated textiles. Dae Han Sponge Chemical Co., Ltd. (importer, exporter, manufacturer), International P.O. Box 2211, Seoul. WTD 10/28/65.

361 Electric transmission, distribution equipment

GERMANY—Single and multiple meters for measuring operation hours in industrial processes. Julius Bauser, Kontrolluhrenfabrik (manufacturer), 7241 Empfingen bei Horb/Neckar. WTD 12/1/65.

Low tension switchgear including, earth leakage circuit breakers; float switches; pressure regulators; motor switches, etc. Price quotations fob Hamburg or Bremen. Condor-Werke Gebr. Frede KG., Elektro- und Maschinenfabrik (manufacturer, exporter), 30 Hauptstrasse, 4415 Westkirchen/W. WTD 12/13/65.

399 Manufacturing industries

KOREA—Eyelashes, for sale to importers and distributors. Kum Yong Industrial Co., Ltd. (manufacturer, exporter), 58-4, 2-ka, Taepyung-ro, Choong-ku, Central P.O. Box 360, Seoul. WTD in preparation.

NEPAL—Umbrellas, canvas garden styles, painted with Napalese decorations, up to 500 pieces at a time, in sizes ranging from 30" to 90" in diameter, according to order. Willing to supply samples on request. The Nepal Artistic Umbrella House (manufacturer), 187 Hyumat Tole, Kathmandu-7. WTD 6/16/65.

Future Construction

ARGENTINA—The Inter-American Development Bank (808 17th St., N.W., Washington, D.C. 20577), announced the approval of a loan equivalent to $18.5 million **to improve and expand water supply systems in five cities in Argentina.**

The areas to be benefited, which have a combined population of 3 million persons, include the southern sector of Buenos Aires and four interior cities—San Miguel de Tuceman, San Salvador de Jujuy, Mendoza and Cordoba.

The borrower is the Administracion General de Obras de la Nacion, the Argentine agency responsible for the water supply and sewage services of the country.

The program is being carried out at a total cost of $45.2 million. Approximately 40% of this cost is being covered by the Bank's loan. The program includes the following specific projects:

Buenos Aires. Construction of a treatment plant with a capacity of 1 million cubic meters a day in Bernal to meet the needs of the southern suburbs of Almirante Brown, Avellaneda, Lanus, Lomas de Zamora, Quilmes and Florencio Varela whose total population is 1,619,000. Total cost of the treatment plant is $28.1 million. In 1964, the Bank extended two loans totaling $5.5 million for a primary conduit in these zones and to carry out improvements in their distribution system. These improvements are under construction.

San Miguel de Tuceman. Construction of a treatment plant with a capacity of 120,000 cubic meters daily, of intake facilities, of a conduit from the intake to the treatment plant and of primary lines from the plant to the city. Total cost of the project is $4.7 million. Population of 300,000 receives an average of 86,400 cubic meters of water per day, a volume considered far short of needs.

Jujuy. Construction of intake facilities at the Guerrero River, of a water treatment plant with a capacity of 65,000 cubic meters per day, and of conduits from the plant to the city's distribution system and from the intake facilities to the plant. Total cost of these improvements is $1.2 million. Jujuy has about 70,000 inhabitants, of whom only 75% have adequate water supply services.

Cordoba. Construction of feeder pipelines to carry water to zones that lack the service, where 40% of the city's 600,000 inhabitants live. Total cost of this project is $4.8 million.

Mendoza. Construction of intake facilities; the installation of a water treatment plant with an initial capacity of 200,000 cubic meters per day; and the construction of a conduit from the plant to the distribution system. Mendoza has a population of 400,000, of whom only 75% receives water from the existing supply system. Total cost of this project is $3.7 million.

Up to $2.7 million of total cost of program will be devoted to review, supervision, inspection and control costs.

When the projects are completed, the 5 urban zones are expected to receive a supply of water equivalent to 500 liters per capita daily.

Program is part of a national plan being carried out by the Administracion de Obras Sanitarias to provide adequate water services to all urban and rural communities in the nation. Last August the Bank authorized a $5 million loan to the Republic of Argentina to help finance the first stage of another program included in this plan designed to provide water supply services to rural communities with populations ranging from 100 to 3,000.

AUSTRALIA—Australian Aluminum Co. Ltd. (Australuco) has announced its intention to build an **aluminum smelter in the vicinity of Newcastle, N.S.W.** Australuco is the largest fabricator of aluminum in Australia and a wholly owned subsidiary of the Aluminum Co. of Canada, Ltd. (Alcan). Planned annual capacity is between 30,000 and 40,000 tons of metal. Construction will start in 1967 with production planned for late 1969 or early 1970.

Alcan has drawing rights of 120,000 tons of alumina from the plant at Gladstone which is now under construction. As for a source of energy, the New South Wales Electricity Authority has contracted to supply electricity based on coal. The contract price was not announced, but estimates made in the past range between 0.35 and 0.5 pence per K.W.H.

CEYLON—(Rs4.75=$1). **The contracts for the construction of the civil works** (contract No. 1) and **tunnel and surge chamber (contract No. 5) on Stage I of the Maskeliya Oya hydroelectric project were awarded to the Yugoslav enterprise INGRA.**

Of the Rs. 97 million estimated cost of the two contracts, Rs. 20 million will be drawn from the £5.5 million line of credit granted to Ceylon in 1959 by the Yugoslav Government.

Stage I of the Maskeliya Oya project, which will ultimately consist of three Stages, is designed to produce a generating capacity of 75,000 kw to feed a network covering most parts of Ceylon, especially the North Western Province.

Work on Stage I has been divided into 8 contracts. In addition to the contracts mentioned above, three others—supply of dam gates and hoists (No. 2), supply of equipment and steel structure for Polpitiya power house (No. 3), and supply and erection of Polpitiya penstocks (No. 4)—have already been awarded to various Canadian concerns. Cost will be covered by the $10.8 million loan from the Canadian Government.

Tenders for contracts No. 6 and No. 7, calling for transmission and distribution facilities and the supply of materials, have already been issued.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Savio Capelossi, representing Dentaria Brasileira S.A. Industria e Comercio, Rua Tito 54, Caixa Postal 3504, Sao Paulo, **interested in importing and negotiating licensing agreements for manufacturing new products in plastics, specifically acrylics, pharmaceutical specialties, in importing food products for babies and senior citizens, in discussing U.S. distributorships or agencies for the firm's plastic teeth and other dental supplies.** Dec. 21 via New York for 20 days. c/o A. M. Lederer & Co., Inc., 111 Broadway, New York, N.Y. Itinerary: New York, Washington, Philadelphia, Los Angeles, Hartford. WTD 12/16/65.

JAPAN—Masami Yanauchi, Export Manager, Sun Trading Co., Ltd., No. 19, 3-chome, Tokodori, Showa-ku, Nagoya, **interested in visiting dealers in musical instruments, smoking goods, cutlery.** Dec. 16 via New York for 40 days. c/o Prince George Hotel, 14 E. 28th St., New York, N.Y. Itinerary: New York, Philadelphia, Chicago, San Francisco, Los Angeles. WTD in preparation.

SWEDEN—Hans Ostrom, Managing Director, Allmanna Bevaknings AB, Riddargatan 13, Stockholm, **interested in visiting companies in order to study central alarm stations, automatic entrance control equipment, other devices in security fields, and requesting technical information.** Jan. 15 via Los Angeles for 5 weeks. c/o Anders Nilsson, Marine Attache, Swedish Embassy, 2247 R St., Washington, D.C. 20008. Itinerary: Los Angeles, Peoria and Chicago, Ill., Dearborn and Detroit, Mich., Milwaukee; New York, Pleasantville, Roslyn Heights, N.Y., Belleville, N.J., Silver Spring, Md., Washington, D.C., Concord, Mass. WTD 2/12/65.

New Books and Reports

***Development Planning: Lessons of Experience.* By Albert Waterston. Johns Hopkins Press, Baltimore. 706 pp. $10.75.**

A comparative study of development planning in both socialized and mixed-economy countries in Africa, Asia, Europe and the Americas.

Part I describes and critically analyzes planning in the countries under review. The implementation of development plans was given special emphasis since this was found to be the most intractable problem in the planning experience of most countries.

Part II contains an extensive discussion of the experience of countries in setting up organizations and administrative procedures for preparing and implementing development projects, sectoral programs and regional and national development plans. Detailed appendices contain, among other things, a chronological listing of national plans, a comprehensive list of names and addresses of central planning agencies, organization charts of representative central planning agencies, and a list of some 370 references cited in the text which constitute a selective bibliography on development planning.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***United States Chamber of Commerce in Ireland Directory—1965.* Published by the U.S. Chamber of Commerce in Ireland, Dublin. 24 pages.**

A complete listing of the member firms and officers of the Chamber of Commerce. Also included are a summary of the aims and activities of the organization, and a section on U.S. and Irish diplomatic representation and Irish trade promotion organizations.

Write: U.S. Chamber of Commerce in Ireland, 27 Merrion Square, Dublin 2, Ireland.

***Marketing in Economic Development.* By Reed Moyer. International Business Occasional Paper # 1, Michigan State Univ., East Lansing, Mich. 63pp. $2.**

This study analyzes markets and marketing primarily in primitive and developing economies. The author determines the methods available for distributing goods, focuses on the method by which simple marketing institutions are linked together into marketing systems, and devotes considerable attention to the role of marketing in an economy.

Write: Bureau of Business and Economic Research, Michigan State Univ., East Lansing, Mich., 48823.

It pays to wait

The Superintendent of Documents has announced that the reduced subscription rate on the Overseas Business Report Series published by the Bureau of International Commerce, originally scheduled to go into effect with OBR 65-77 in December, will not become effective until the First of February. The price will be cut from $18 to $13 per year, and the price for overseas mailing will be dropped to $5, from $12.

***Postwar Changes in the Export Markets for American Coal.* By Michael K. Mischaikow. West Virginia U. Bureau of Business Research. Morgantown, W.Va. 60pp. Free.**

This study presents an appraisal of the factors which have conditioned the postwar overseas markets for American coal, and provides an explanation of the observed discrepancies between industry expectations and the actual behavior of foreign demand for American coal. Suggestions for arrangements which might facilitate adjustments to the prevailing structure of the energy market are included.

Write: Bureau of Business Research, Coll. of Commerce, West Virginia Univ., Morgantown, W.Va. 26506.

1966 Industrial Outlook

U.S. Industrial Outlook 1966, a 244-page report prepared by the Business and Defense Services Administration, is now available for $1.

The Outlook shows trends in key U.S. industries, production, sales, shipments, employment, productivity, imports, exports, new products, developments, regulations and financial ratios.

Write: Supt. of Documents, Government Printing Office, Washington, D.C. 20402.

***The Creative Consumer and the Growing World Comfort Culture.* By Emmanuel Denby. Motivational Programmers, New York. 24pp. Free.**

A paper presented at last September's meeting of the World Association For Public Opinion Research in Dublin. The author comments on the findings of a three-year study of some 25,000 consumers throughout the world who were classified by two basic types: creative and passive.

The study attempts to determine why these groups are different and the motive behind the purchase of certain products, after the status-seeking element has been eliminated.

Write: Publications Dept., Motivational Programmers, Inc., 44 West 56th St., New York, N.Y. 10019.

***Polk's Bank Directory.* 142nd Ed. R. L. Polk & Co., Nashville, Tenn. $45.**

A directory of banking institutions in the U.S., Canada, Mexico and selected foreign countries. Individual banks are arranged geographically with the following information given for each bank: address, telephone number, date established, par value of stock, dividend rate, officers and directors, correspondents, and latest statement of condition.

National and State banking associations and officials; and, officers and examiners of State and Federal regulatory agencies are included. Cumulative totals of commercial and mutual savings bank deposits in the U.S. are given for the years 1955 to 1964.

Write: R. L. Polk & Co., Publishers, 130 Fourth Ave. North, Nashville, Tenn. 37219.

***Specifications, Tolerances, and Other Technical Requirements For Commercial Weighing and Measuring Devices.* 3d ed. (Handbook 44) Nat'l Bur. of Standards, Washington, D.C. 178p. $2.**

A revised edition containing the technical requirements for commercial weighing and measuring devices which were developed by the Committee on Specifications and Tolerances of the National Conference on Weights and Measures. These revisions were adopted at the Fiftieth National Conference in 1965.

Write: Supt. of Documents, U.S. Govt. Printing Office, Washington, D.C. 20402.

Calendar *for international traders*

ATLANTA—Jan. 13—In-Office Export Conference Field Office. Sponsors: Field Office, Department of Commerce; REEC.

ATLANTA—Jan. 27—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

CAMBRIDGE, MASS—Jan. 13—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel. Speaker: **Robert L. McNeill,** Deputy Asst. Secretary of Commerce for Trade Policy.

CEDAR FALLS, IOWA—Jan. 5—Chamber of Commerce, Foreign Trade Bureau, monthly meeting, 10 a.m., Chamber of Commerce Office.

CEDAR RAPIDS, IOWA—Jan. 18—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Jan. 11—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Jan. 12—In-Office Meeting for New Exporters, Field Office.

CHICAGO—Jan. 13—International Trade Club, luncheon, La Salle Hotel.

CHICAGO—Jan. 19—Chicago-Midwest Credit Assn., La Salle Hotel.

CLEVELAND—Jan. 6—World Trade Assn. Luncheon, 12 noon, Mid-Day Club.

HONOLULU—Jan. 20—REEC Meeting in conjunction with annual membership meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: **LeRoy Collins**, Under Secretary of Commerce.

JACKSONVILLE, FLA.—Jan. 18—In-Office Workshop on Export Expansion, 2 p.m., Field Office.

KANSAS CITY, KAN.—Jan. 25—In-Office Workshop for New Exporters, Town House Hotel. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO.—Jan. 11—New Trends in International Banking, 6 p.m., Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Jan. 11—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KNOXVILLE, TENN.—Jan. 17—International Commerce Club, meeting, 6:30 p.m., City Club.

LOS ANGELES—Jan. 28—In-Office Export Expansion Seminar, 9:30 a.m., Field Office. Sponsor: Field Office, Department of Commerce.

MEMPHIS—Jan. 6—"First Step" Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

MEMPHIS—Jan. 18—World Trade Club, Hotel Claridge.

MEMPHIS—Jan. 19—Export Workshop on International Payments, Hotel King Cotton. Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

MILWAUKEE—Jan. 6—Milwaukee World Trade Club, Holiday Inn-Central.

NEWARK, N.J.—Jan. 20—5th Annual "Profits in Exports" Conference, Robert Treat Hotel. Sponsors: World Trade Assn.; Greater Newark Chamber of Commerce; N.J. Department of Conservation and Economic Development; Field Office, Department of Commerce; REEC.

NEW YORK—Jan. 4—FCIB Round Table Conference on Foreign Finance, Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Jan. 13—Overseas Automotive Club Board of Directors' Meeting and Luncheon, 12 noon, Shelburne Hotel.

NEW YORK—Jan. 17-19—Briefing Session on Doing Business in and With Emerging African Nations, Hotel Pierre. Sponsor: American Management Assn.

NEW YORK—Jan. 19—"Profits in Exports" Conference, Sheraton-Tenney Motor Inn, Queens. Sponsors: Laundry and Cleaners Allied Trades Assn.; Field Office, Department of Commerce.

NORRISTOWN, PA.—Jan. 10—World Trade Assn. of Montgomery County, monthly meeting, 5:30 p.m., Cross Roads Motel.

PENDLETON, ORE—Jan. 17—Pendleton International Business Short Course, 9 a.m., Tapaders Motel and Restaurant.

PHILADELPHIA—Jan. 20—Foreign Traders Assn. of Philadelphia, monthly dinner meeting, 6 p.m., Sheraton Hotel.

PITTSBURGH—Jan. 11—In-Office Export Workshop, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

PROVIDENCE, R.I.—Jan. 18—Providence World Trade Club, dinner meeting, Sheraton Biltmore Hotel.

PROVIDENCE, R.I.—Jan. 24—"Import Course," first of seven weekly sessions, Bryant College. Sponsors: World Trade Committee, Greater Providence Chamber of Commerce; Field Office, Department of Commerce; Bureau of Customs; REEC.

SCRANTON, PA.—Jan. 5—International Traders Club, monthly meeting, Jermyn Motor Inn.

ST. LOUIS—Jan. 11—"Show You" Export Workshop, First National Bank. Sponsors: REEC; Field Office, Department of Commerce; World Trade Club.

TRENTON, N.J.—Jan. 7—Delaware Valley International Trade Assn., monthly meeting, 12:15 p.m., Famous Restaurant.

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